

FIG. 1A

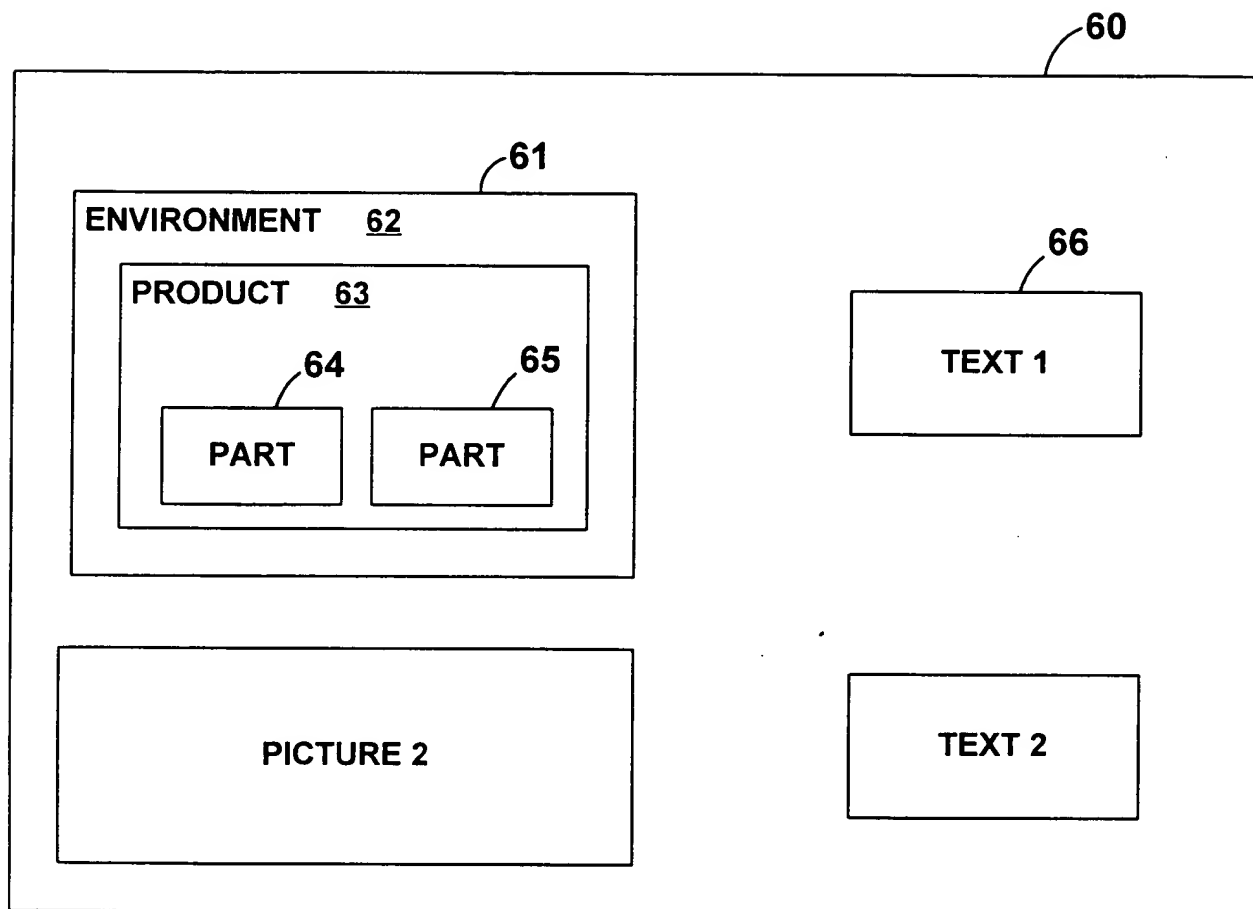


FIG. 1B



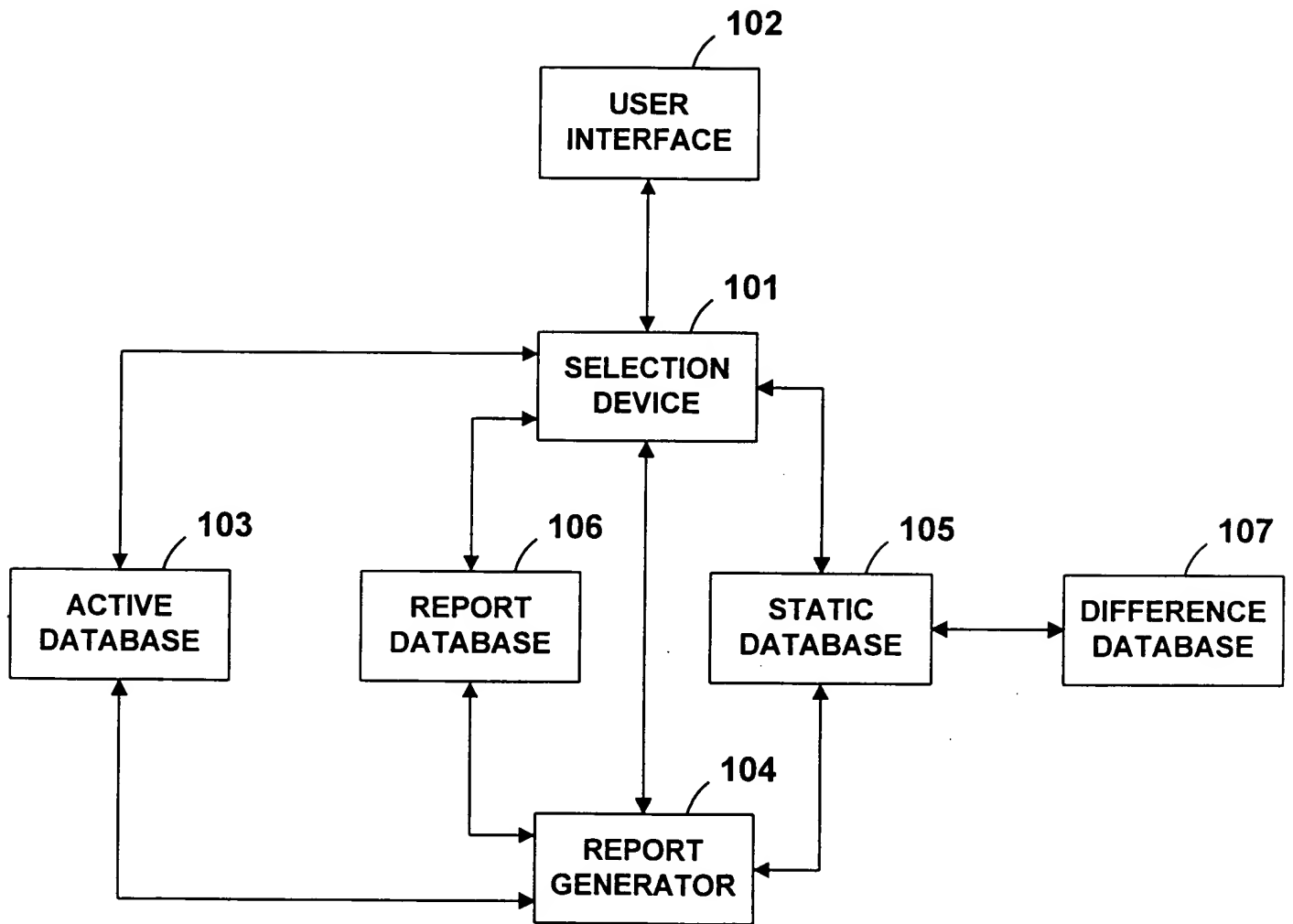


FIG. 2

ACTIVE DATABASE 103

A CUSTOMIZED DATA  
116

A CUSTOMIZED DATABASE  
114

A PROPOSAL DATA  
112

A PROPOSAL  
110

FIG. 3

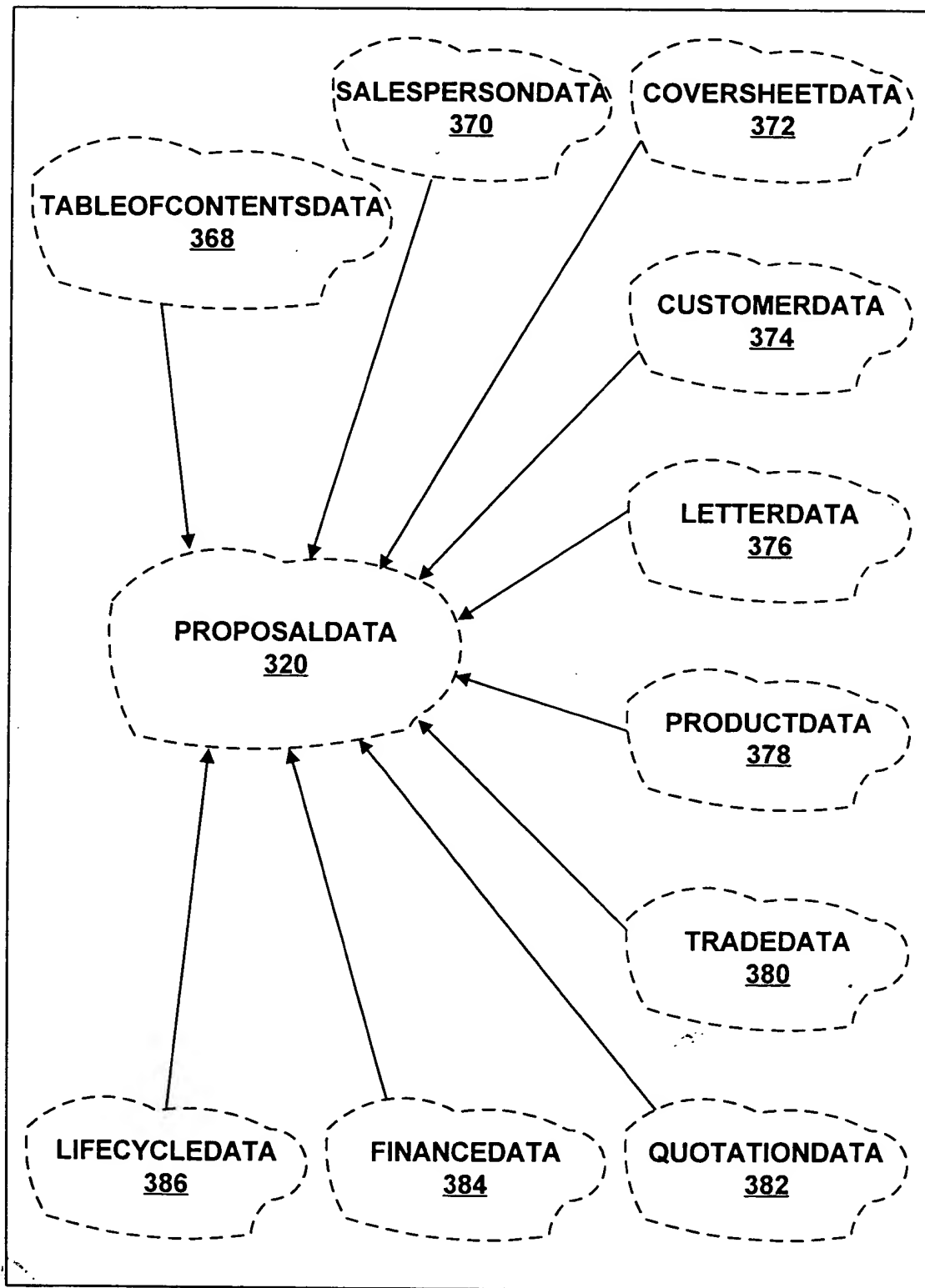


FIG. 4

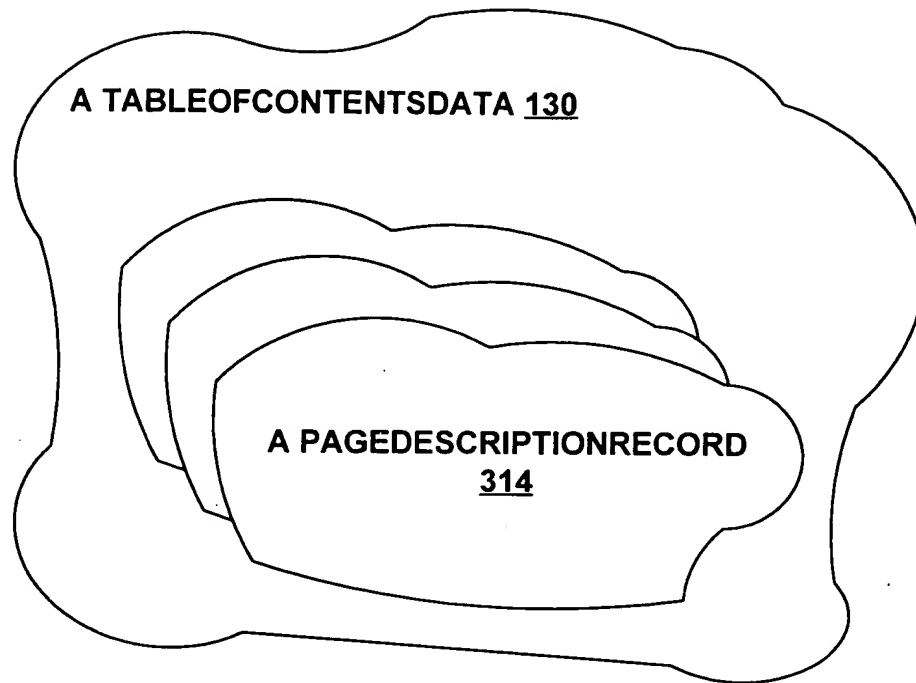


FIG. 5



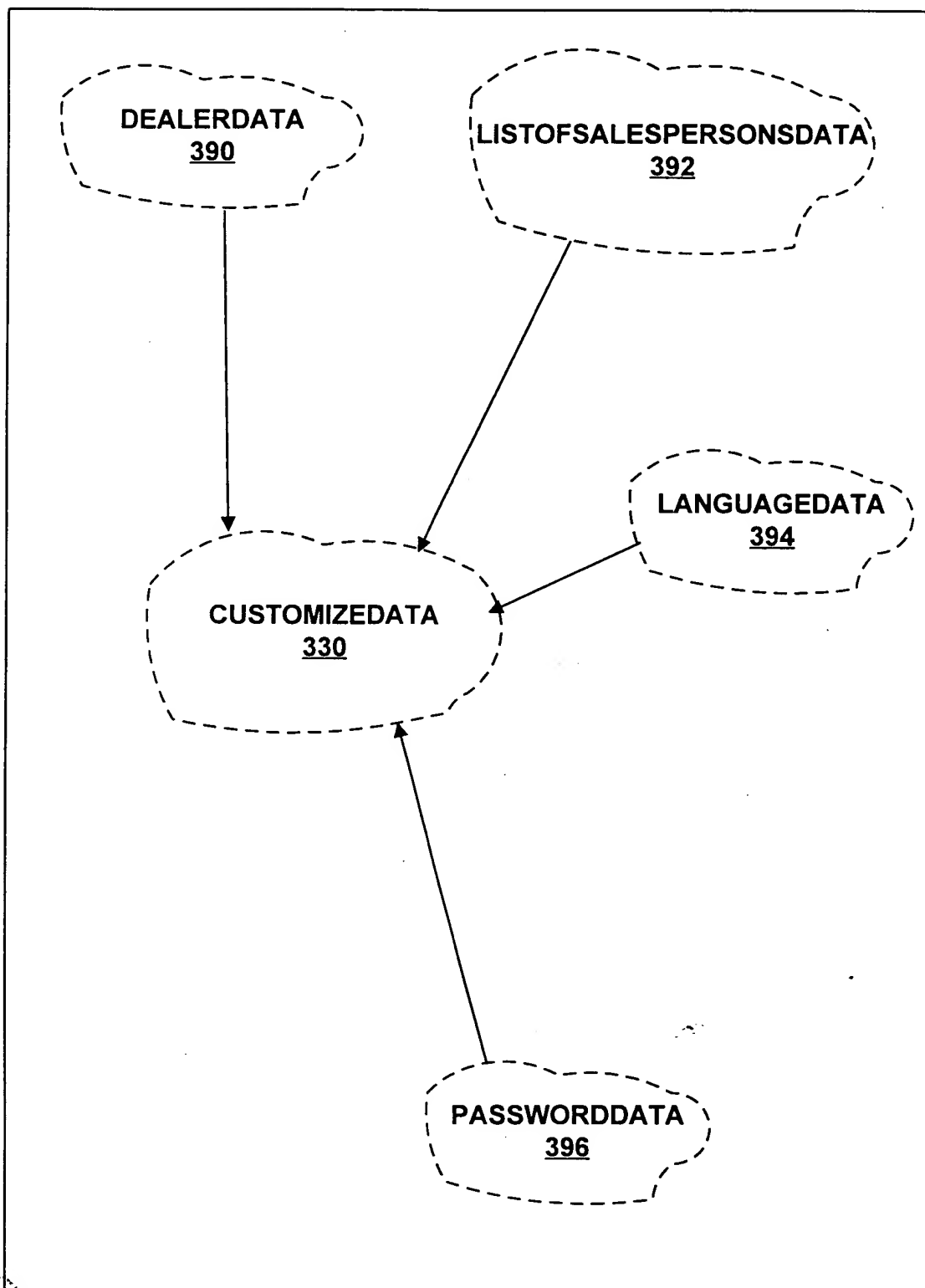


FIG. 6

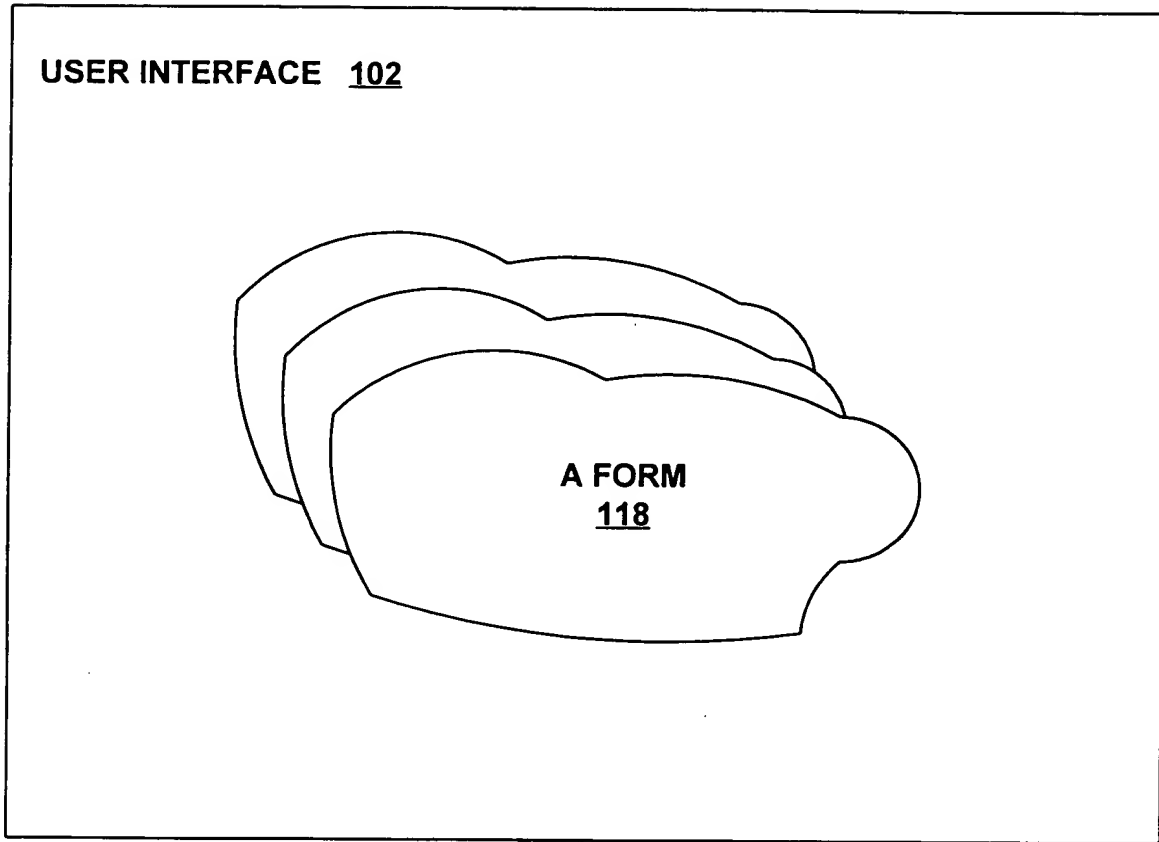


FIG. 7





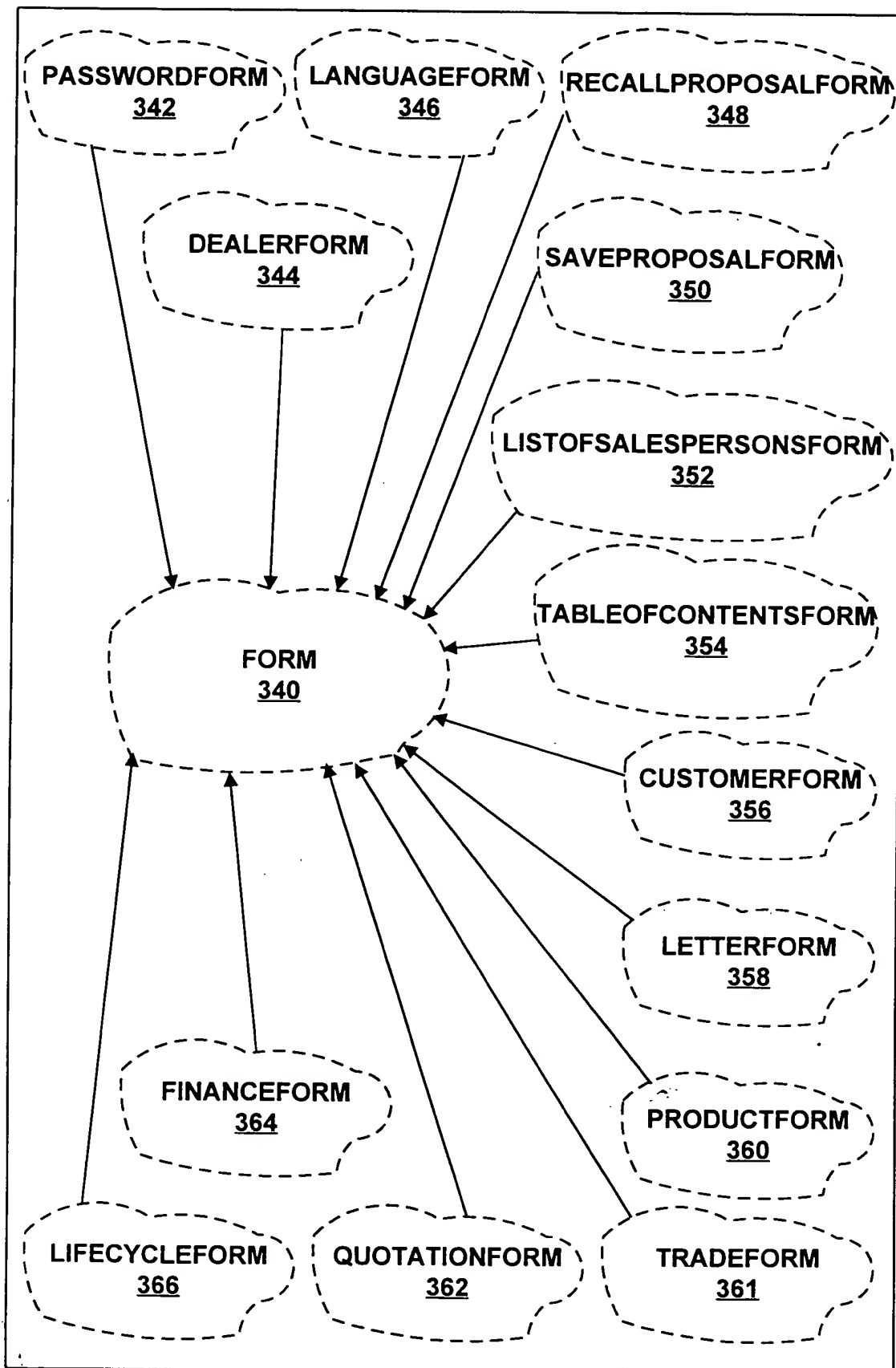


FIG. 8

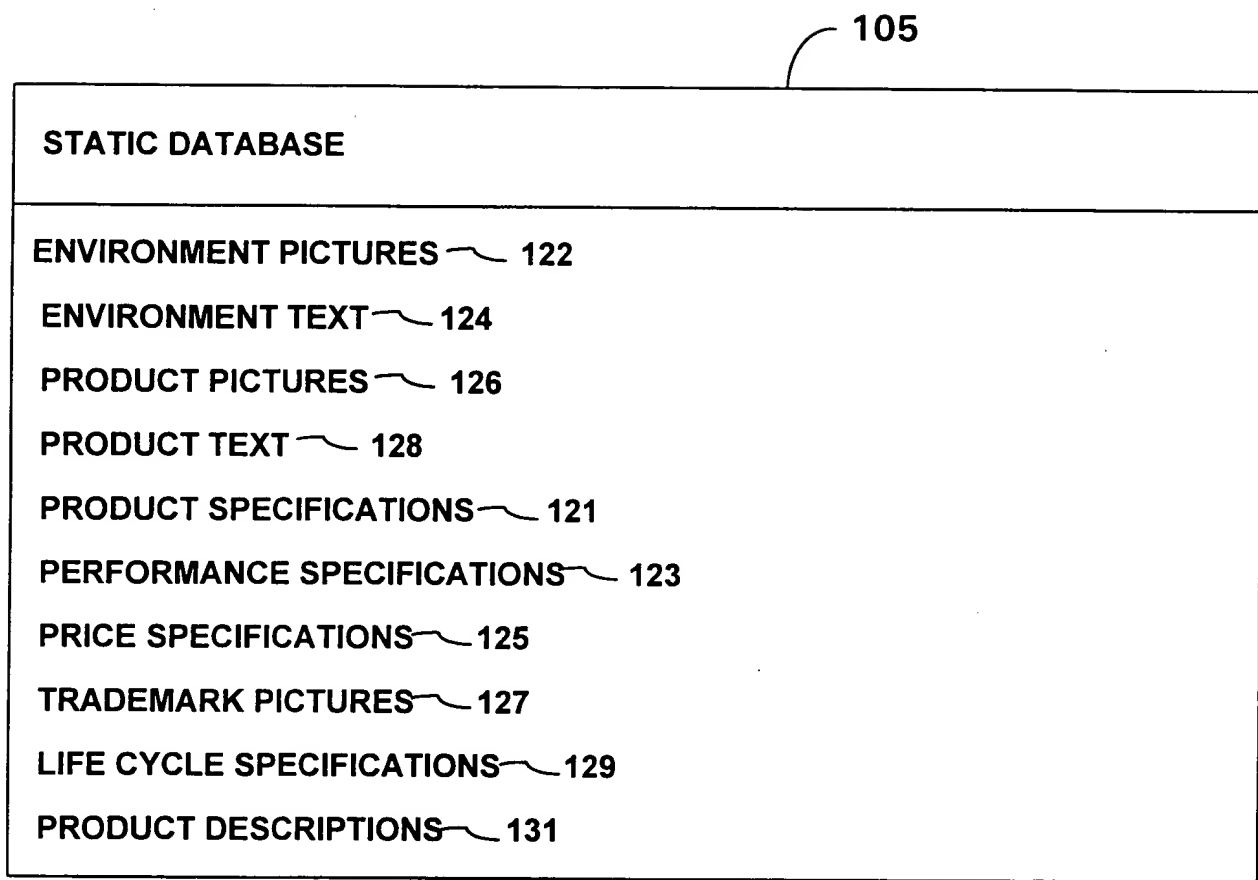


FIG. 9



104

PROCESSES AND GENERATES A CUSTOMIZED PRINTED PROPOSAL — 262

QUERIES ACTIVE DATABASE — 264  
QUERIES STATIC DATABASE — 266  
READS PAGE DESCRIPTION RECORDS — 268  
READS PAGE LAYOUT IDENTIFIERS — 270  
LOCATES AND RETRIEVES ACTIVE DATA — 272  
LOCATES AND RETRIEVES STATIC DATA — 274  
PLACES DATA IN FIELDS ON PAGES — 276  
PRINTS IN PLURALITY OF COLORS — 278  
DEALER PERSONALIZATION — 280  
CUSTOMER PERSONALIZATION — 282  
LINKS PAGE IDENTIFIERS WITH DATA — 285  
QUERIES REPORT DATABASE — 265  
QUERIES DIFFERENCE DATABASE — 267

FIG. 10



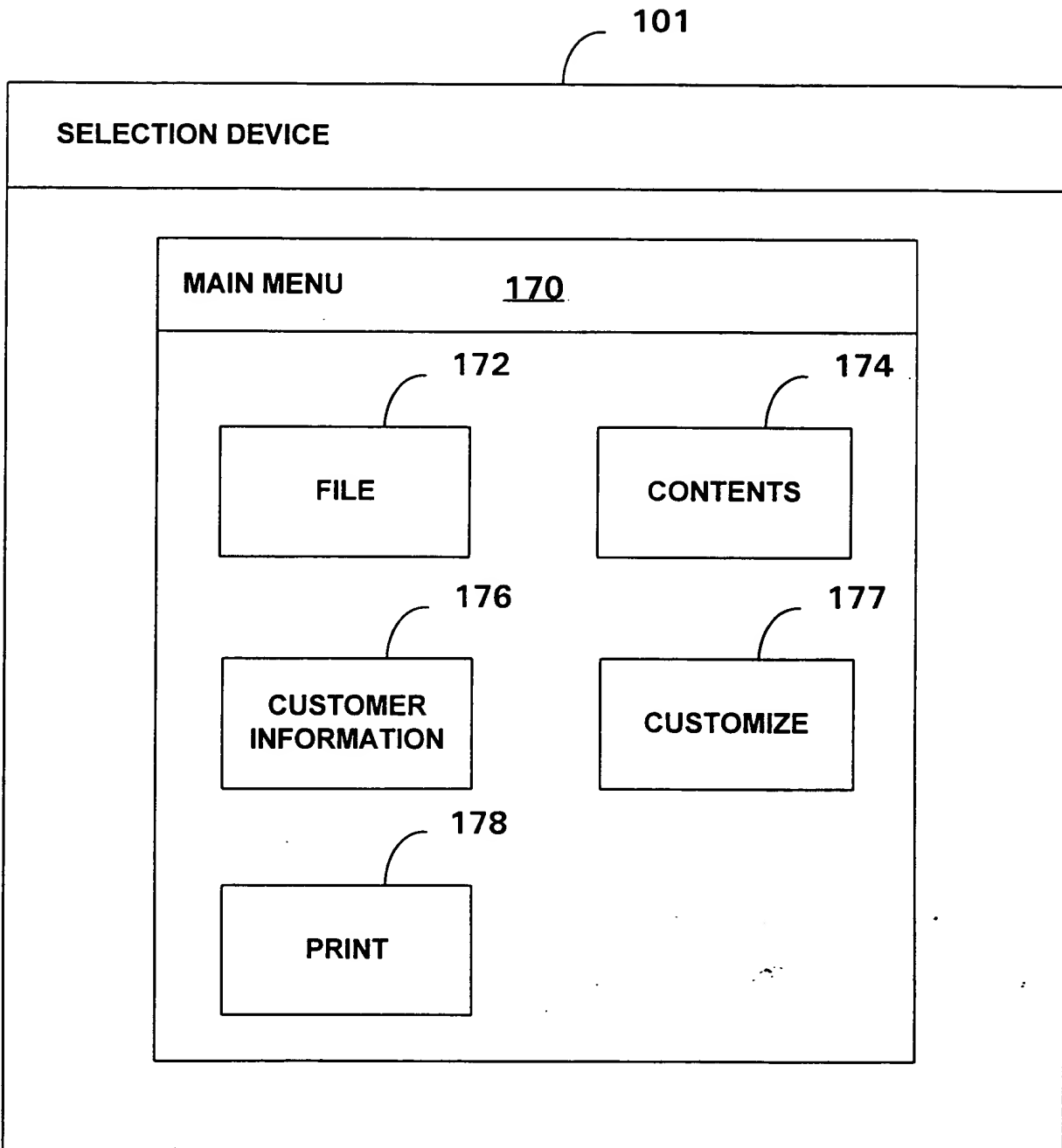


FIG. 11

170

MAIN MENU	
<div>FILE ~ 172</div> <div> NEW PROPOSAL ~ 186  RECALL PROPOSAL ~ 188  SAVE PROPOSAL ~ 190 </div>	<div>CONTENTS ~ 174</div> <div>TABLE OF CONTENTS ~ 196</div>
<div>CUSTOMER INFORMATION ~ 176</div> <div> CUSTOMER ~ 198  LETTER ~ 202  STD. &amp; OPT. EQUIP. ~ 204  TRADE ~ 206  QUOTATION ~ 208  PAYMENT SCHED. &amp; TERMS ~ 210  ECONOMICS ~ 212 </div>	<div>CUSTOMIZE ~ 177</div> <div> PASSWORDS ~ 224  DEALER NAME ~ 226  DEALER INFORMATION ~ 228  INTERNATIONAL ~ 234 </div>
	<div>PRINT ~ 178</div> <div>PROPOSAL ~ 218</div>

FIG. 12



174

## CONTENTS

TABLE OF CONTENTS — 196

CURRENT PUBLICATION — 260

INTRODUCTION — 236

COVER PAGE — 250

TABLE OF CONTENTS — 252

LETTER — 254

PRODUCT INFORMATION — 238

FEATURES & BENEFITS — 256

SPECIFICATIONS — 258

PERFORMANCE — 240

TRADE — 242

QUOTATION & SIGNATURE — 244

PAYMENT SCHED. & TERMS — 246

ECONOMICS — 248

FIG. 13



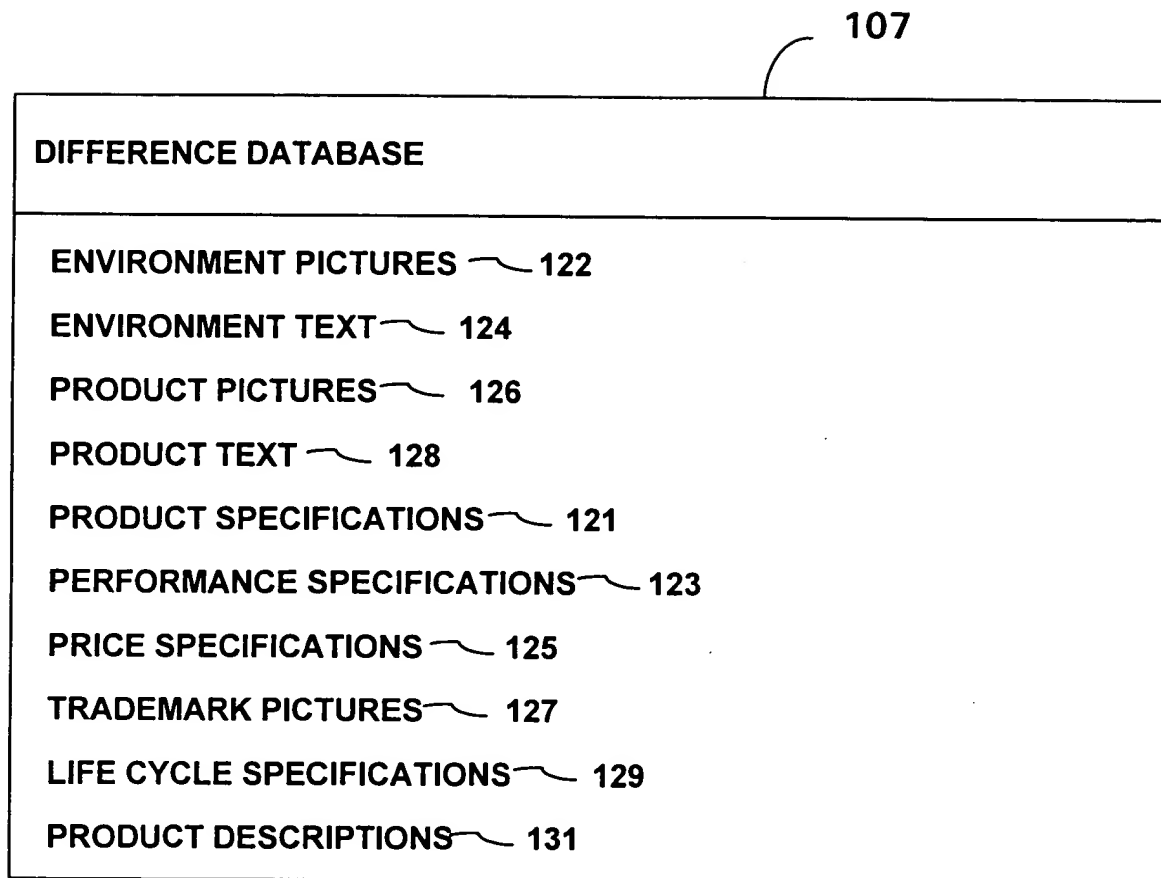


FIG. 14

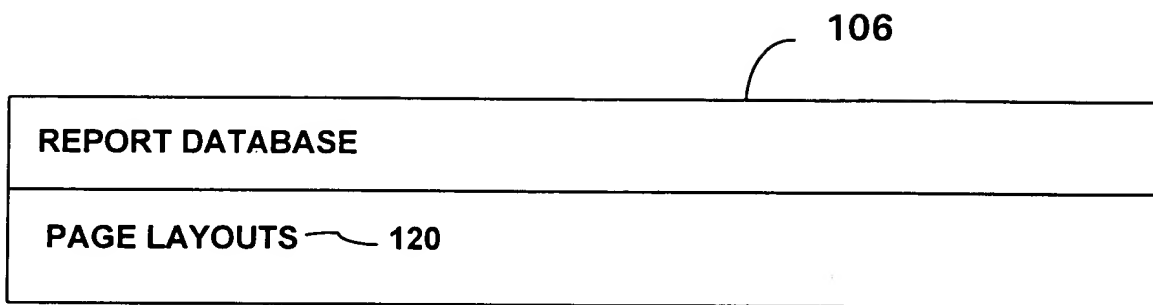


FIG. 15





**USER INTERFACE  
FORM OBJECTS**

**A LETTERFORM  
288**

**A FINANCEFORM  
296**

**A LIFECYCLEFORM  
298**

**A TABLEOFCONTENTSFORM  
284**

**A PASSWORDFORM  
300**

**A PRODUCTFORM  
290**

**A LISTOFSALESPERSONSFORM  
310**

**A DEALERFORM  
302**

**A RECALLPROPOSALFORM  
306**

**A TRADEFORM  
292**

**A LANGUAGEFORM  
304**

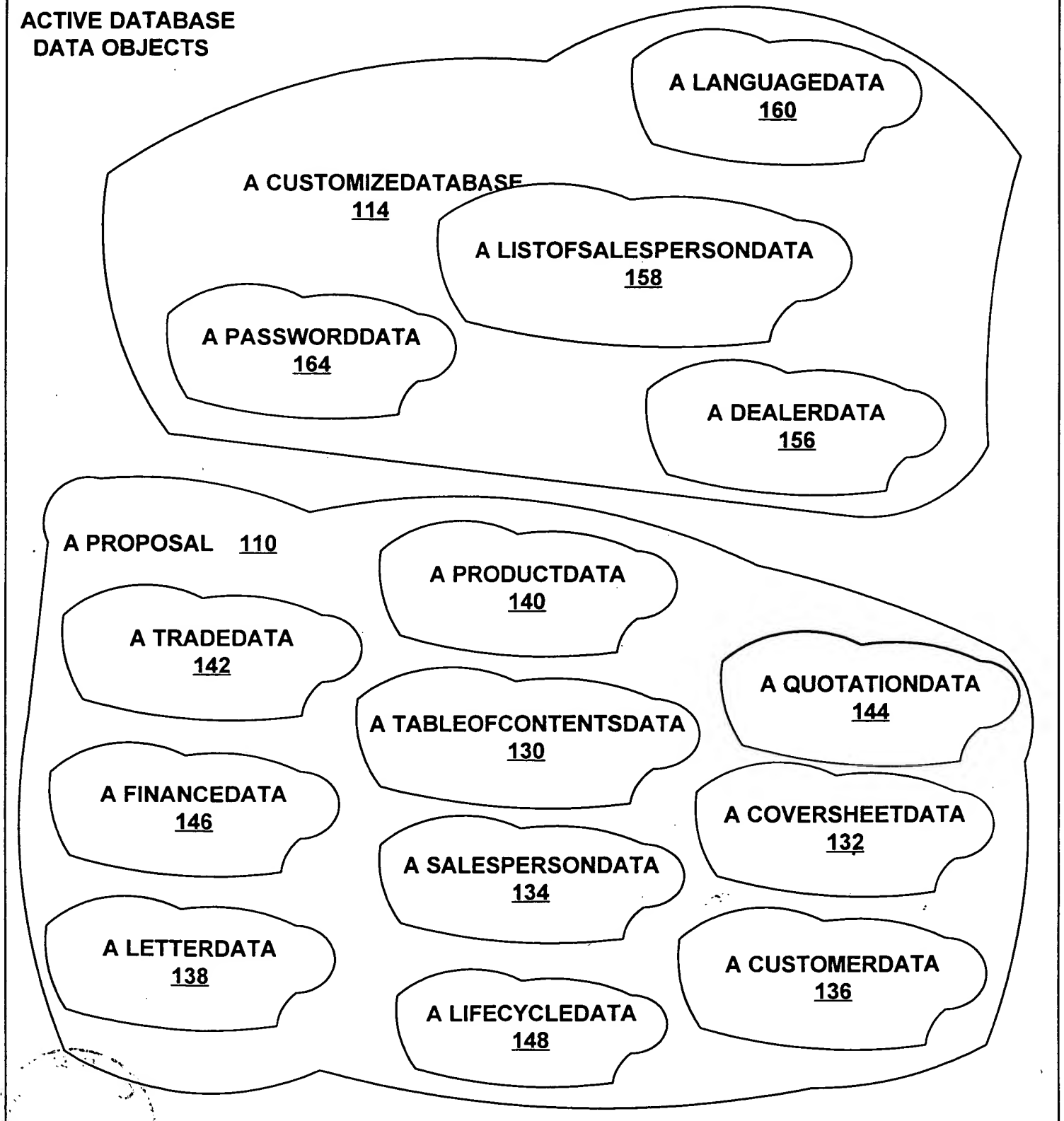
**A SAVEPROPOSALFORM  
308**

**A QUOTATIONFORM  
294**

**A CUSTOMERFORM  
286**

**FIG. 16**

**ACTIVE DATABASE  
DATA OBJECTS**



**FIG. 17**

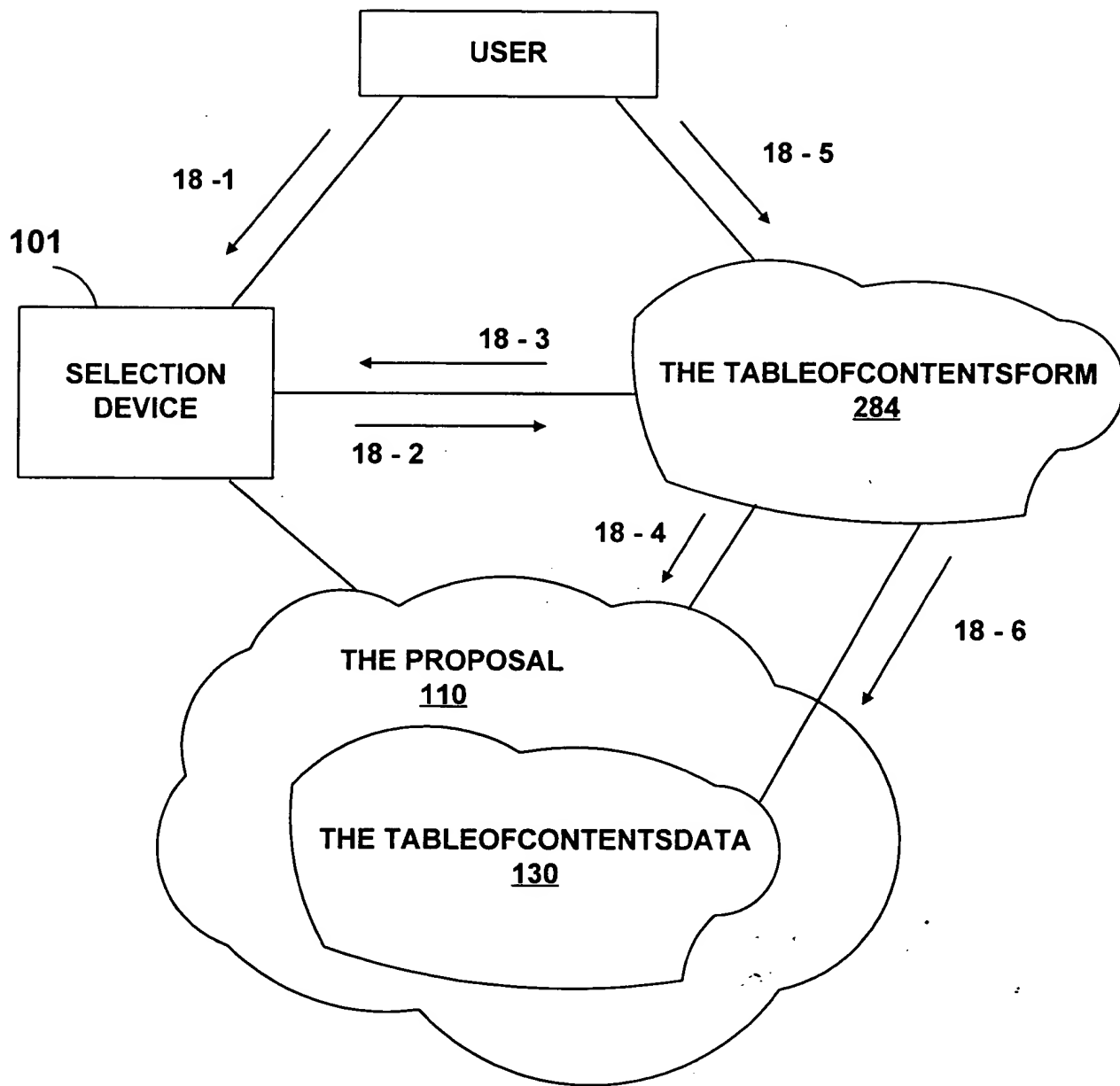


FIG. 18

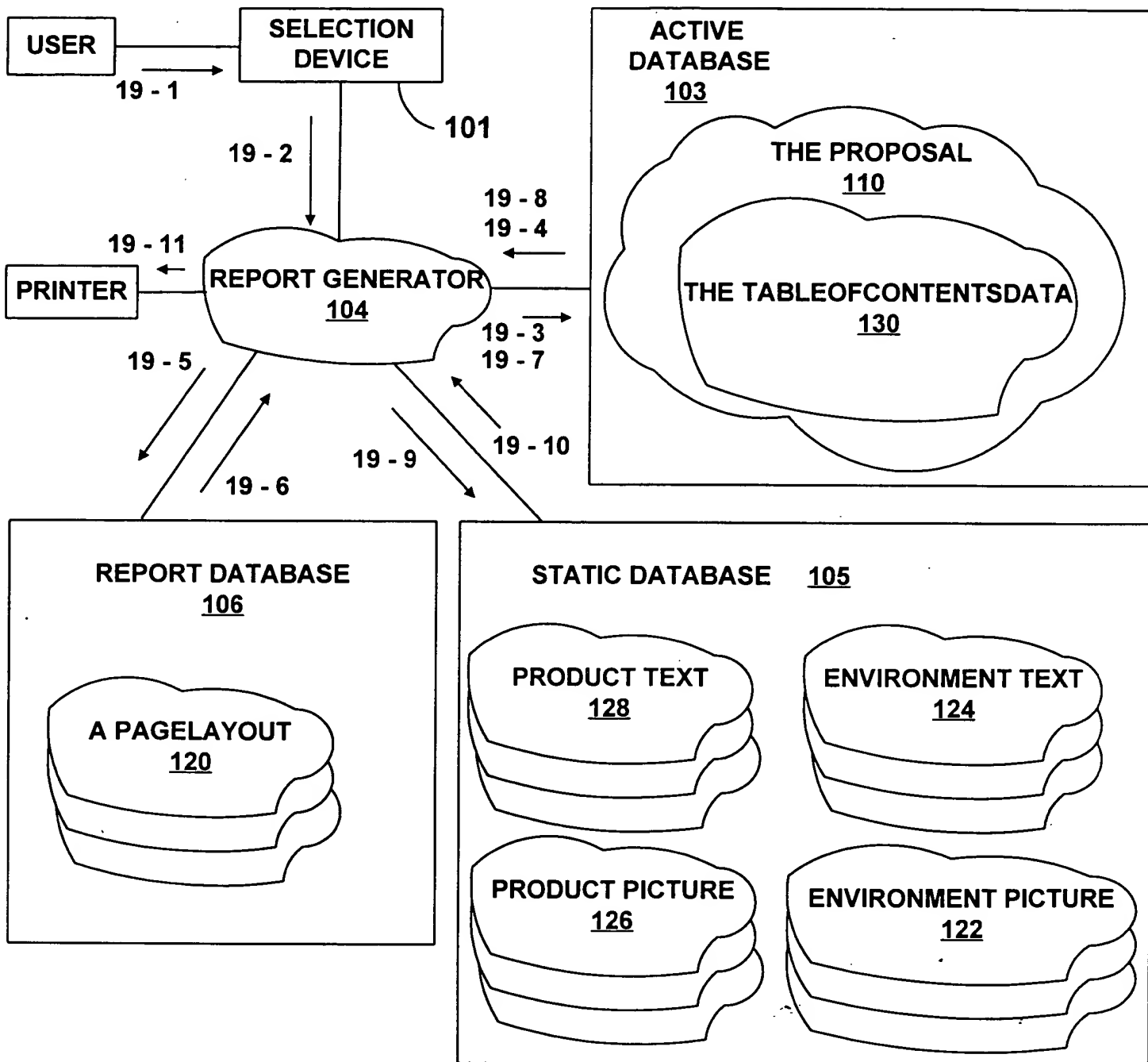


FIG. 19



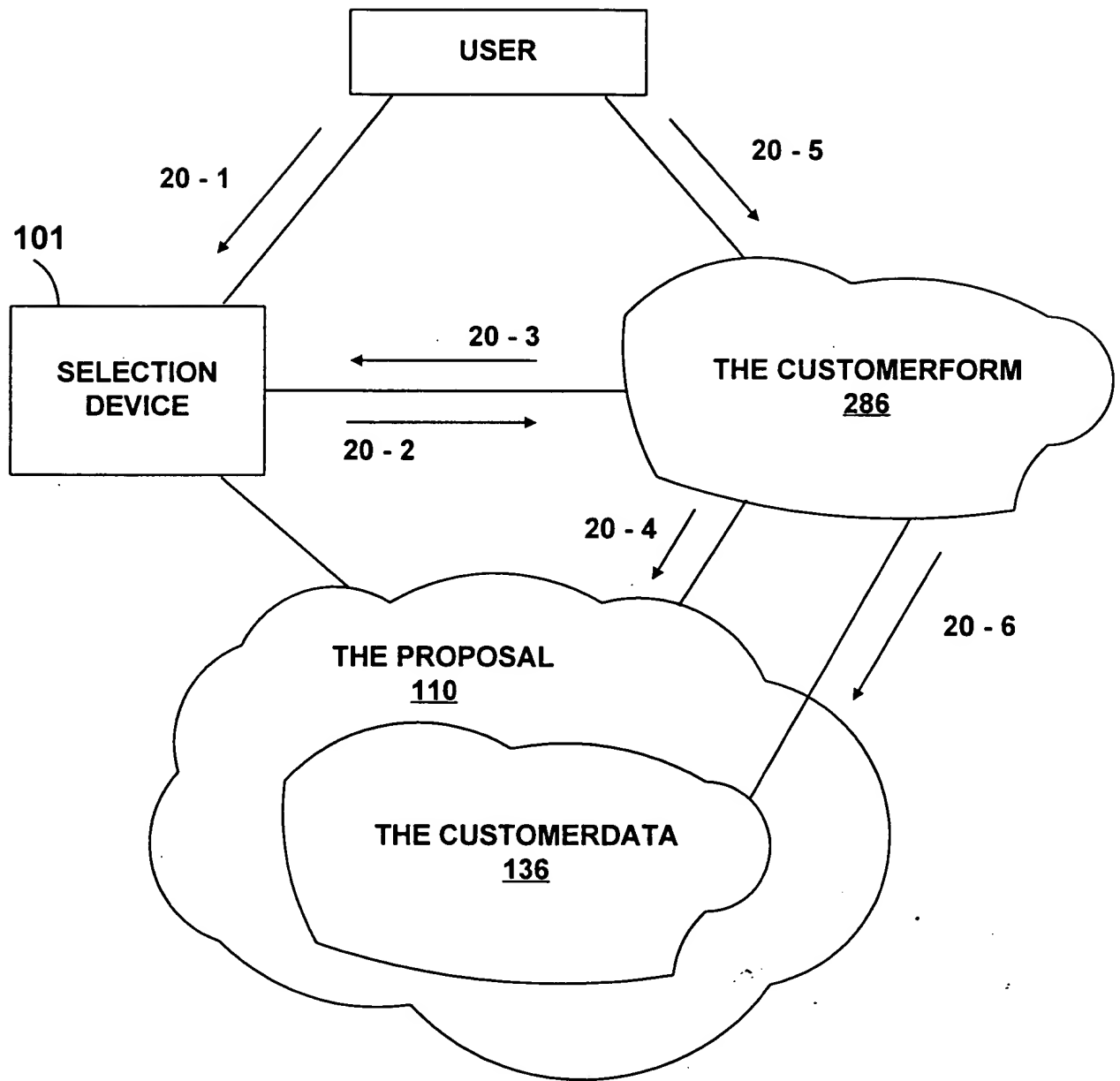


FIG. 20

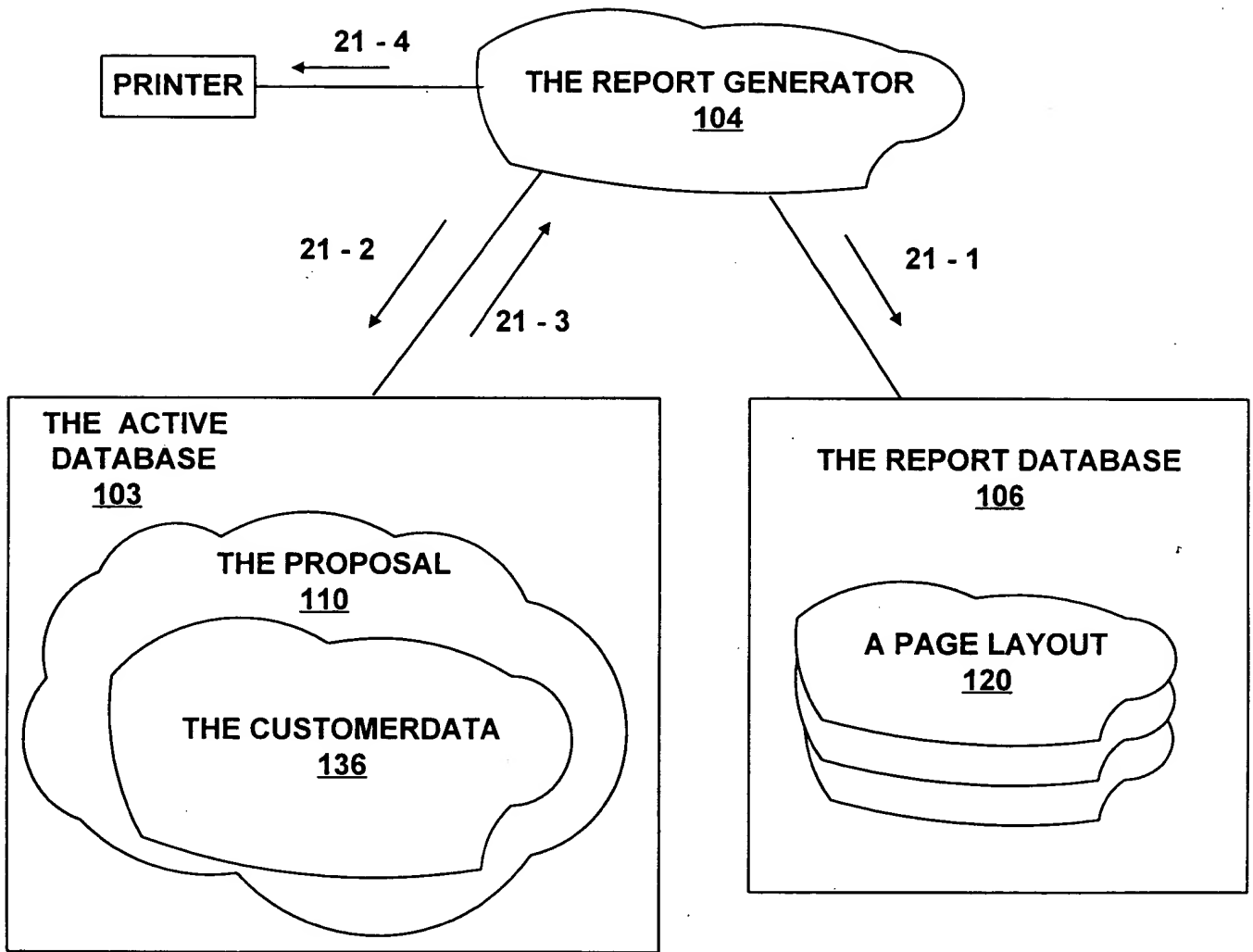


FIG. 21



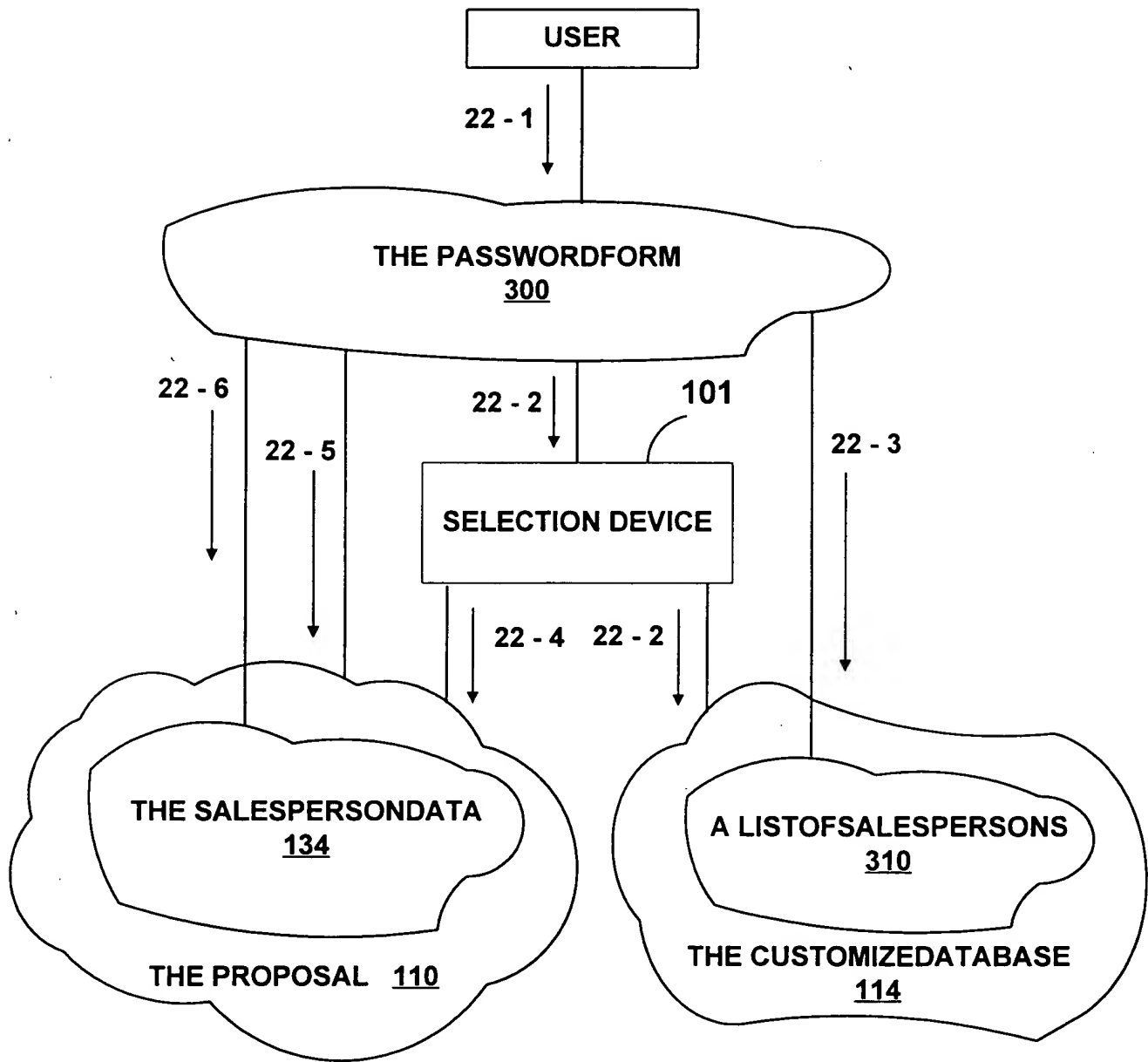


FIG. 22

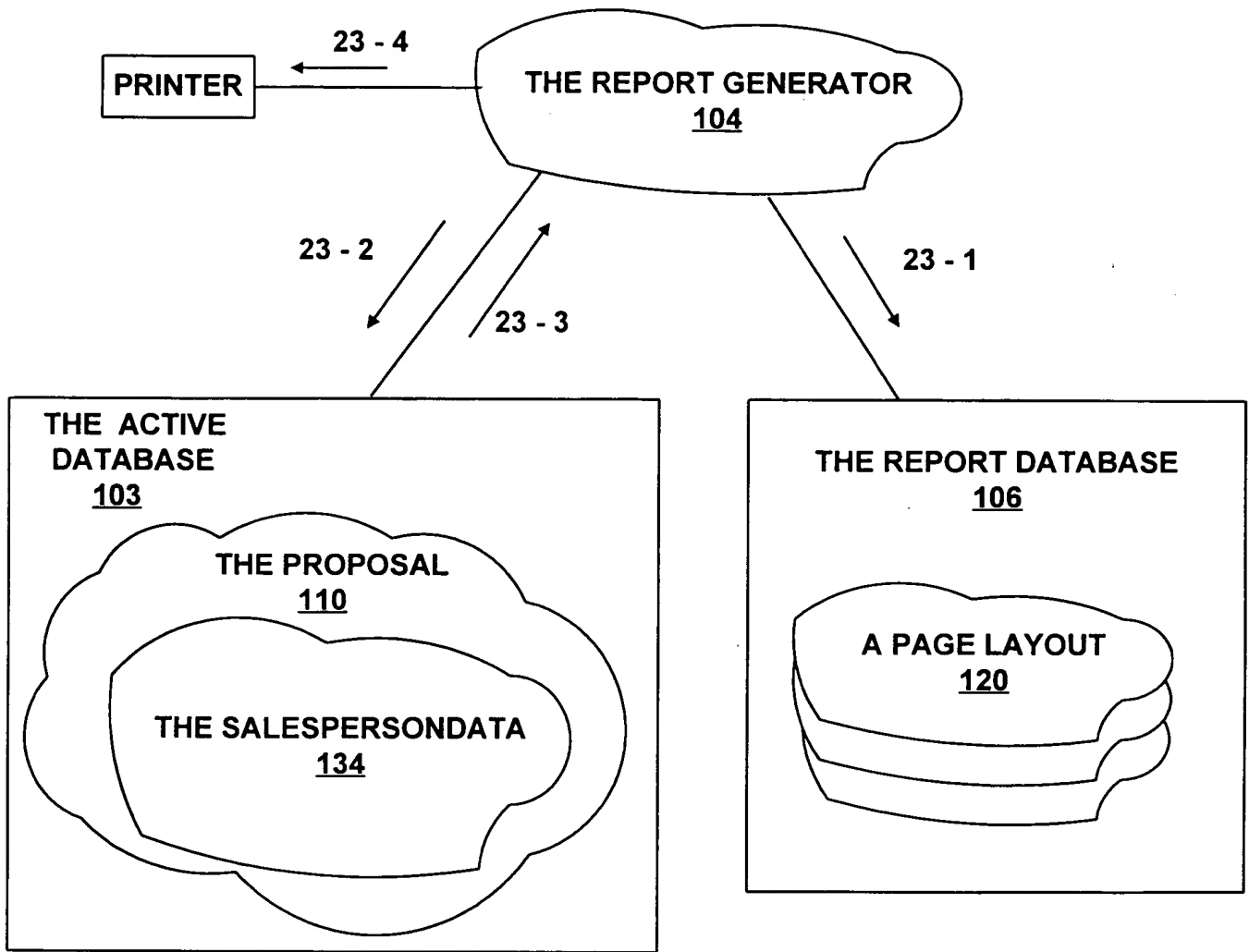


FIG. 23



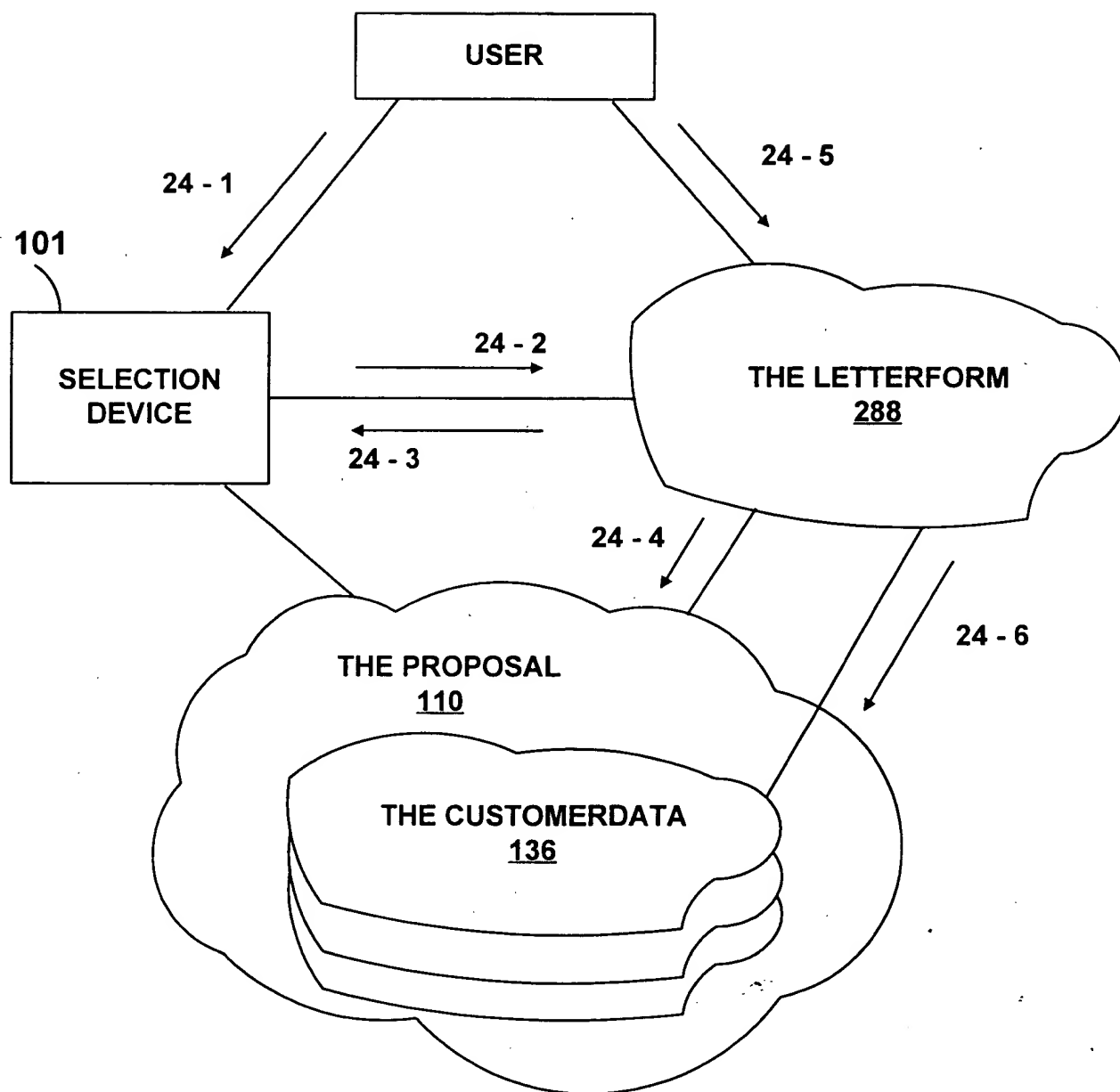


FIG. 24



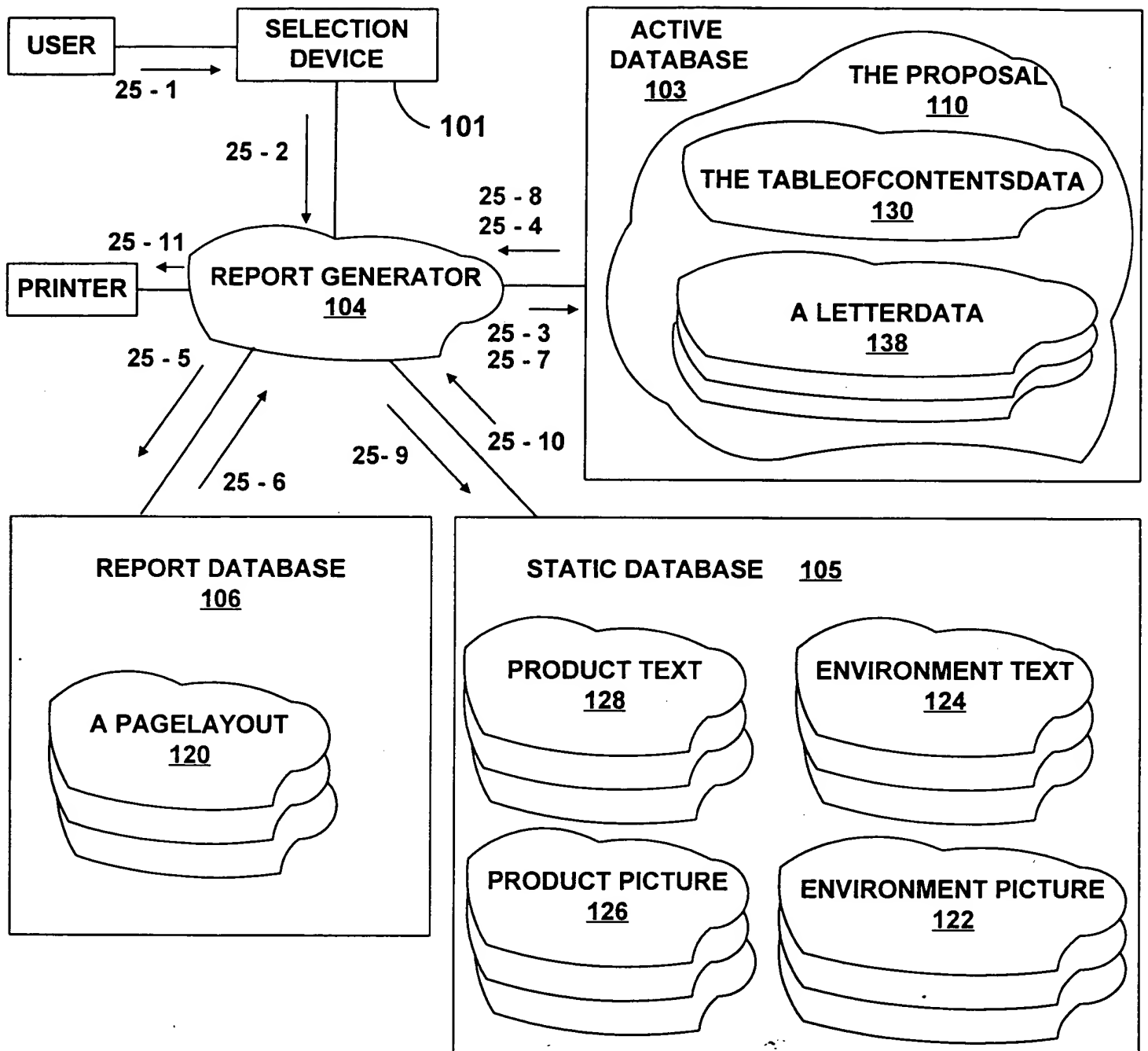


FIG. 25

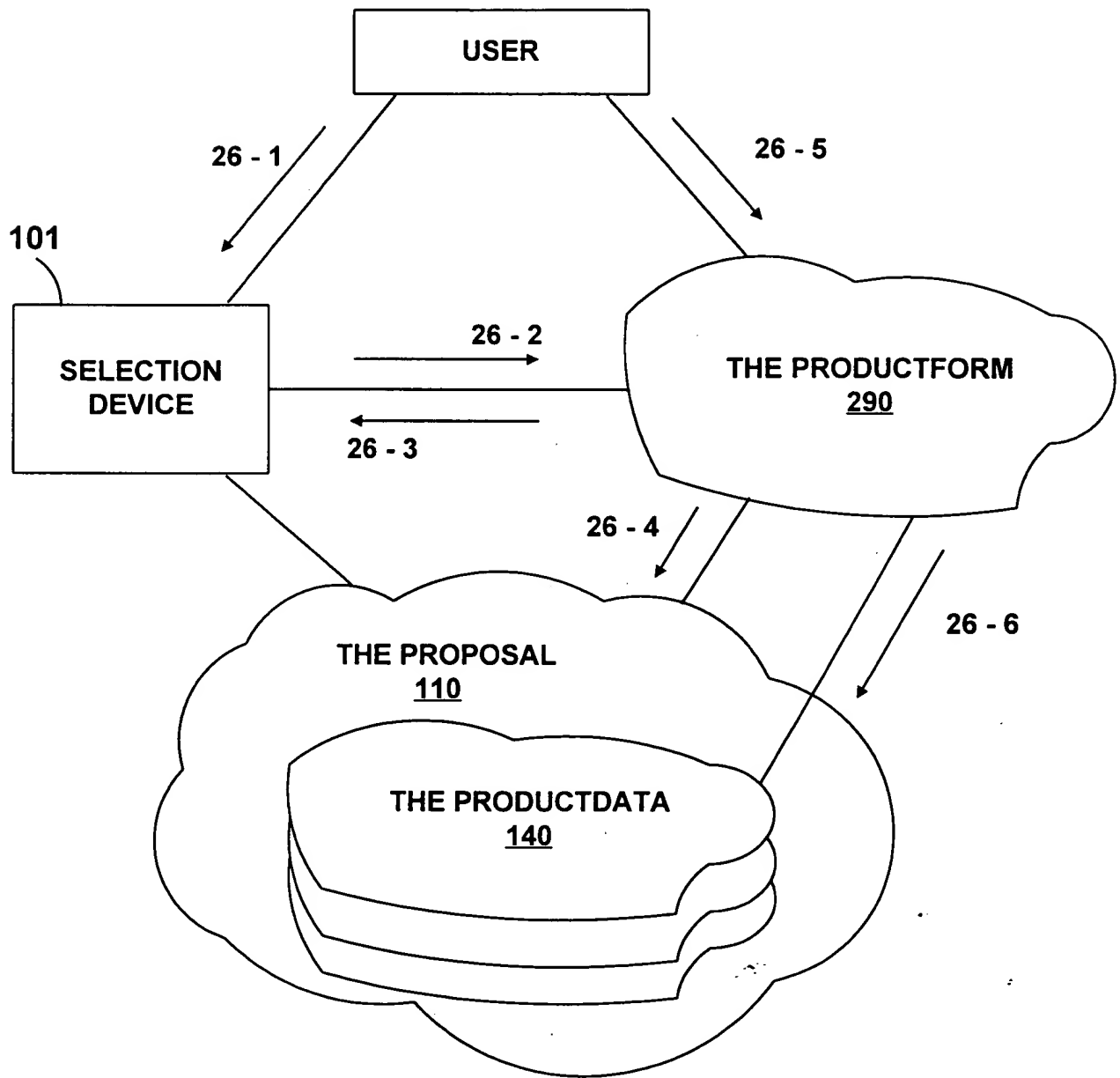


FIG. 26

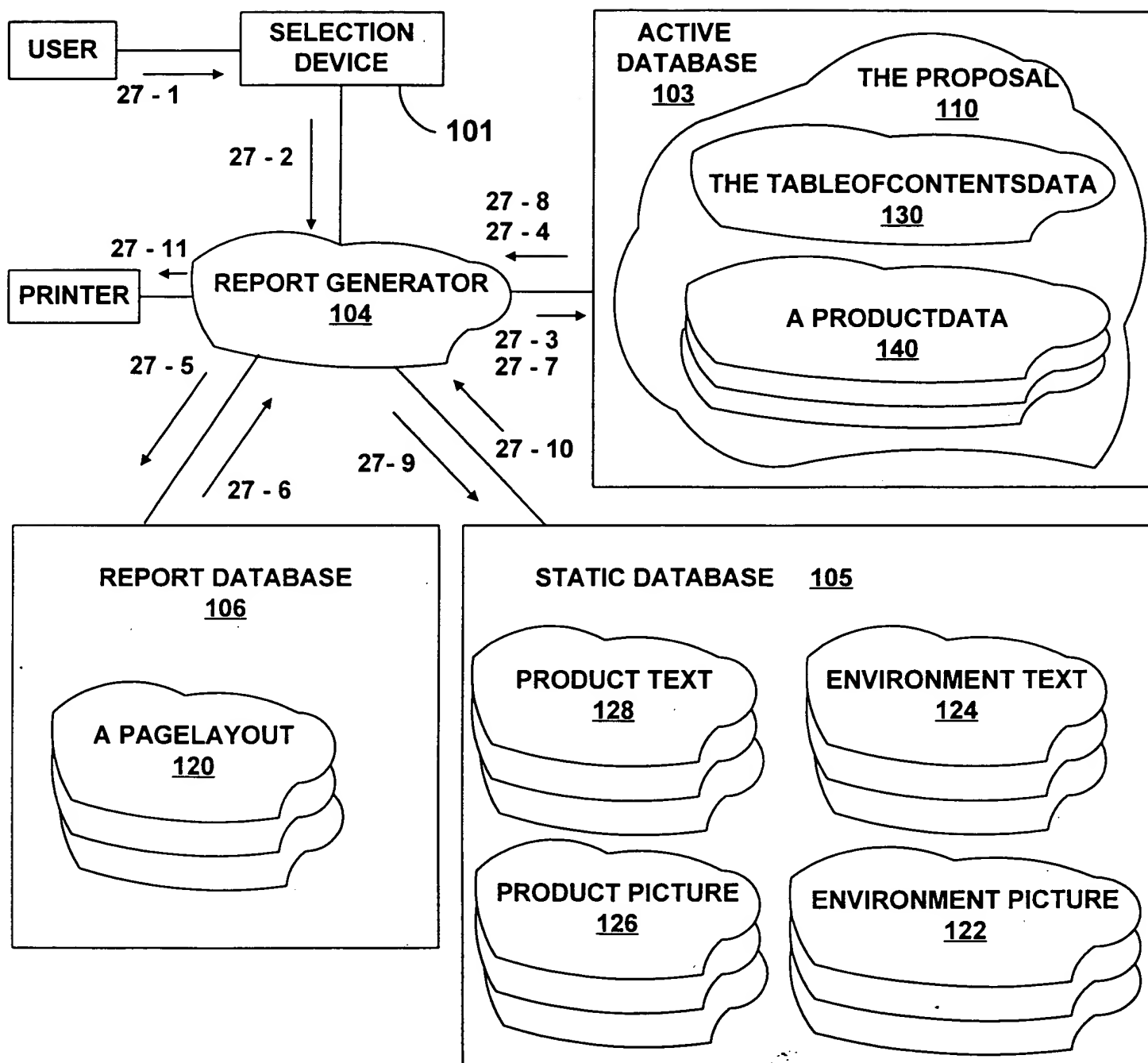


FIG. 27

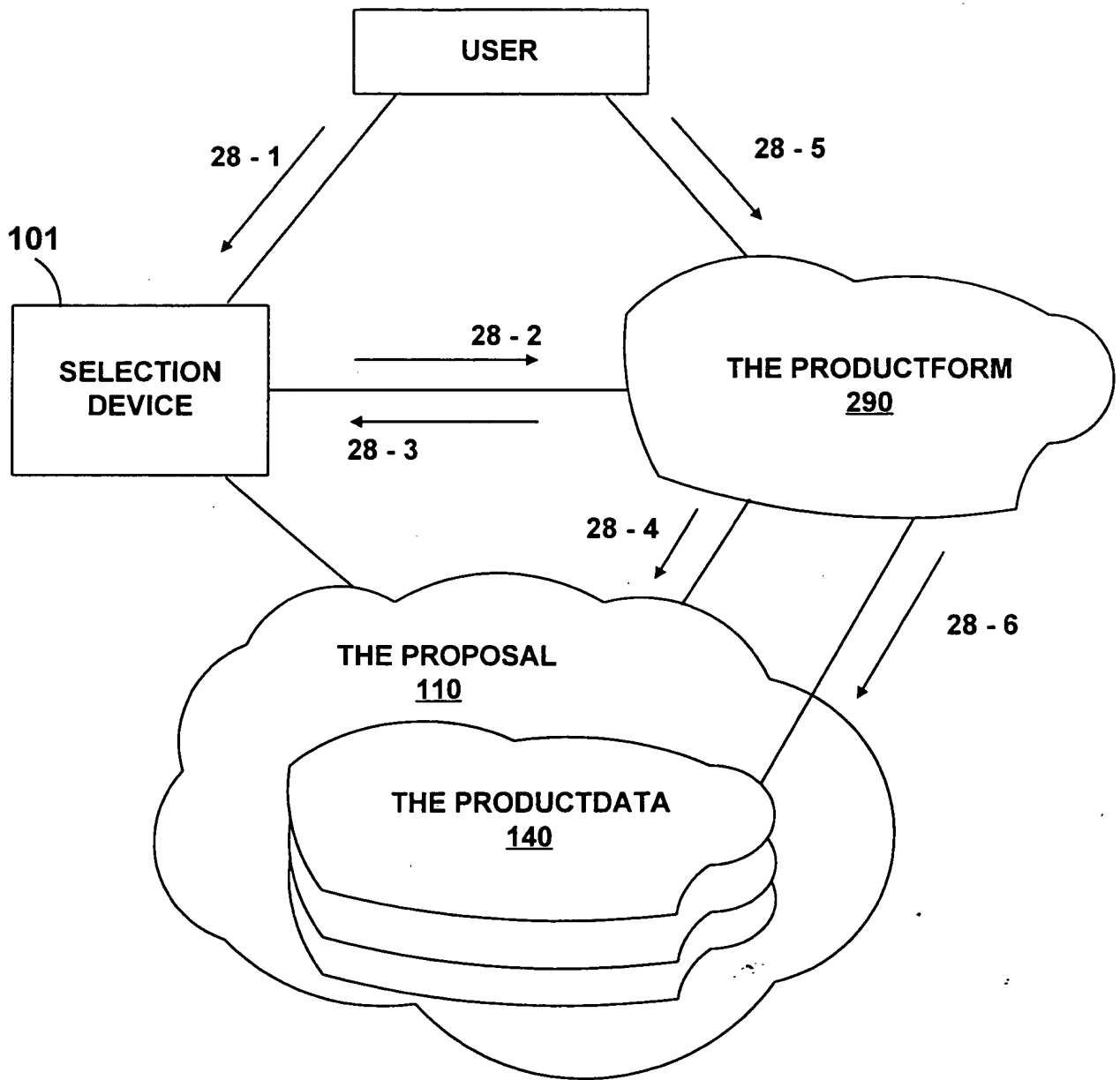


FIG. 28



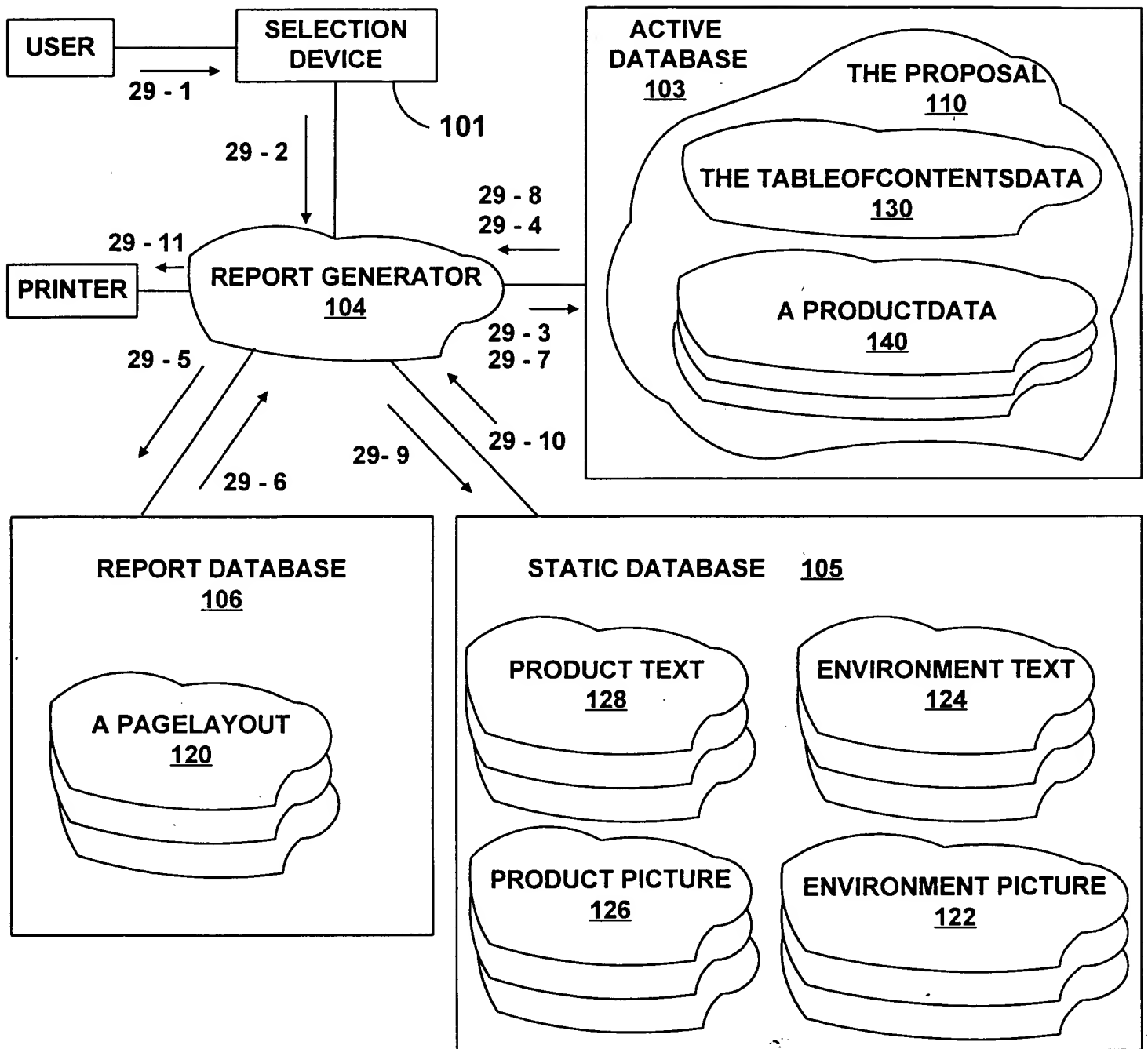


FIG. 29



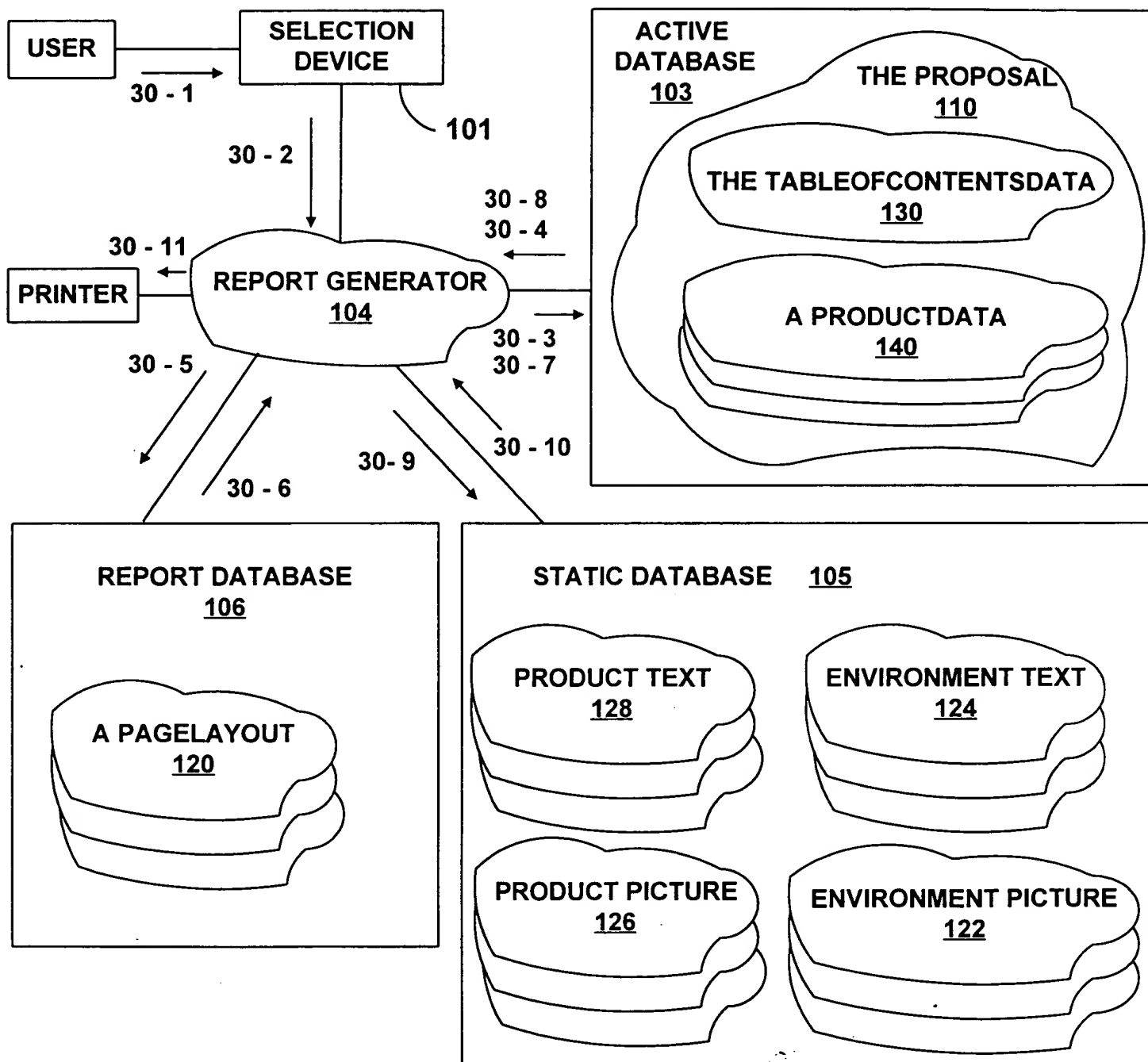


FIG. 30



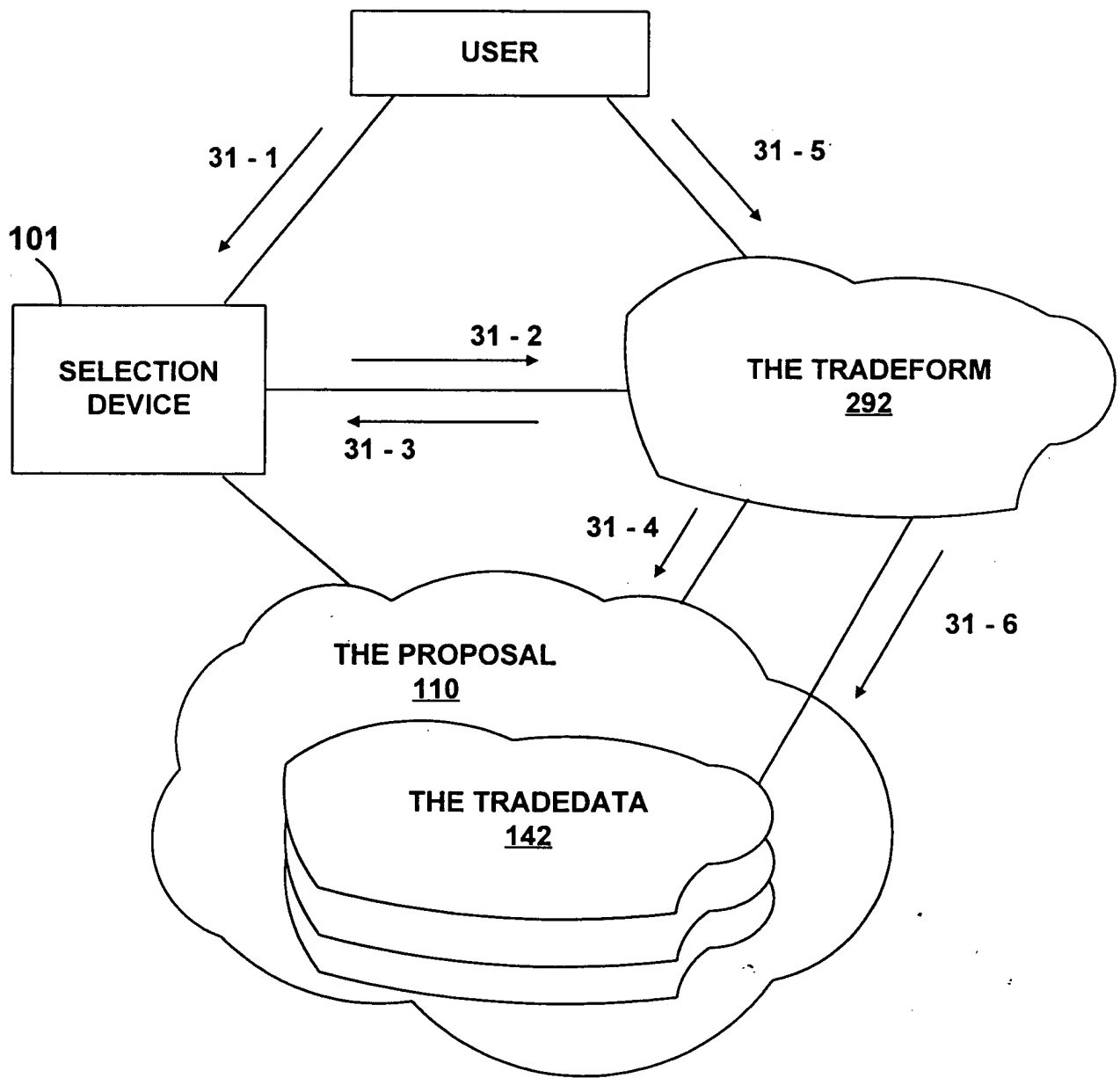


FIG. 31





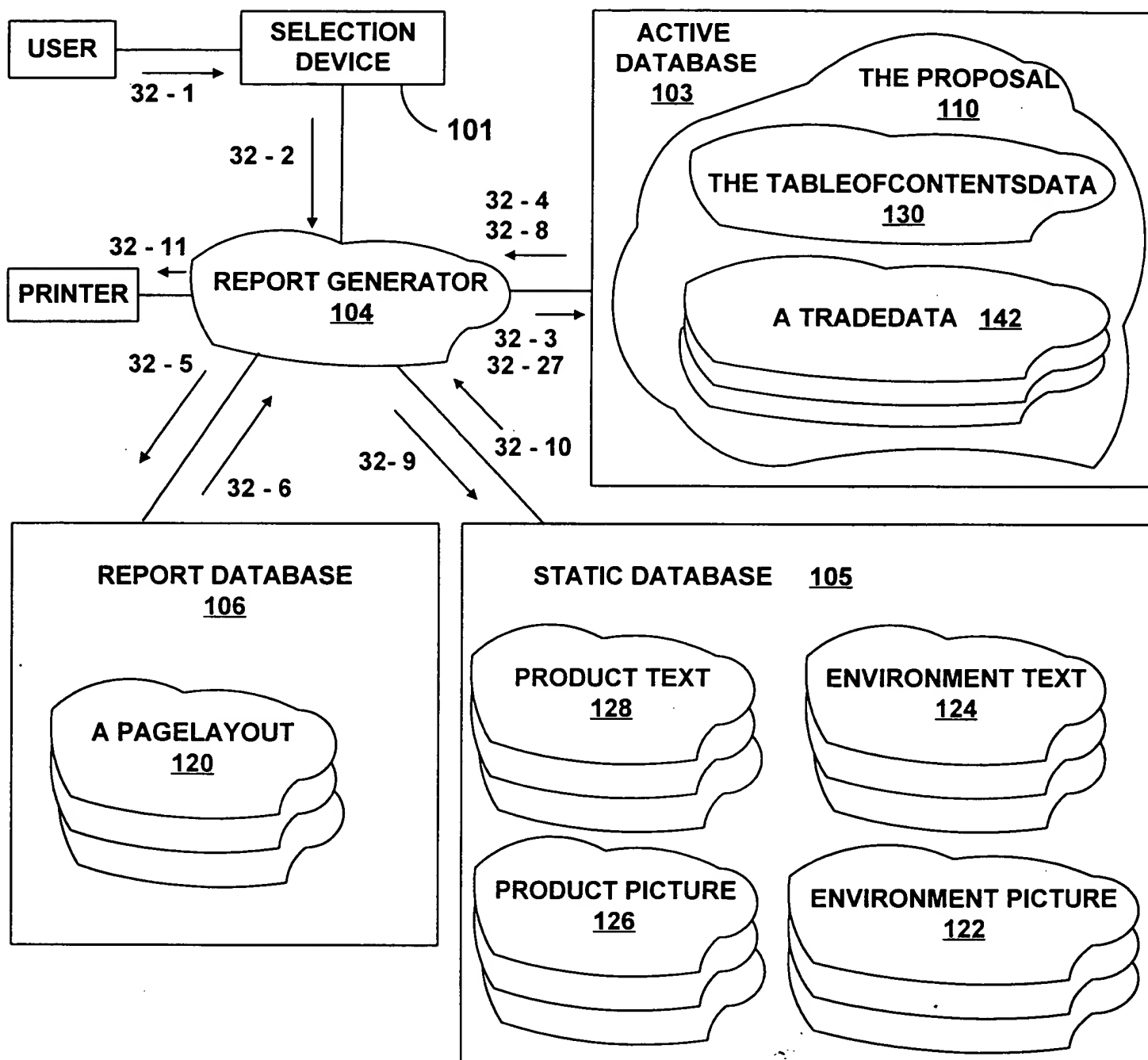


FIG. 32

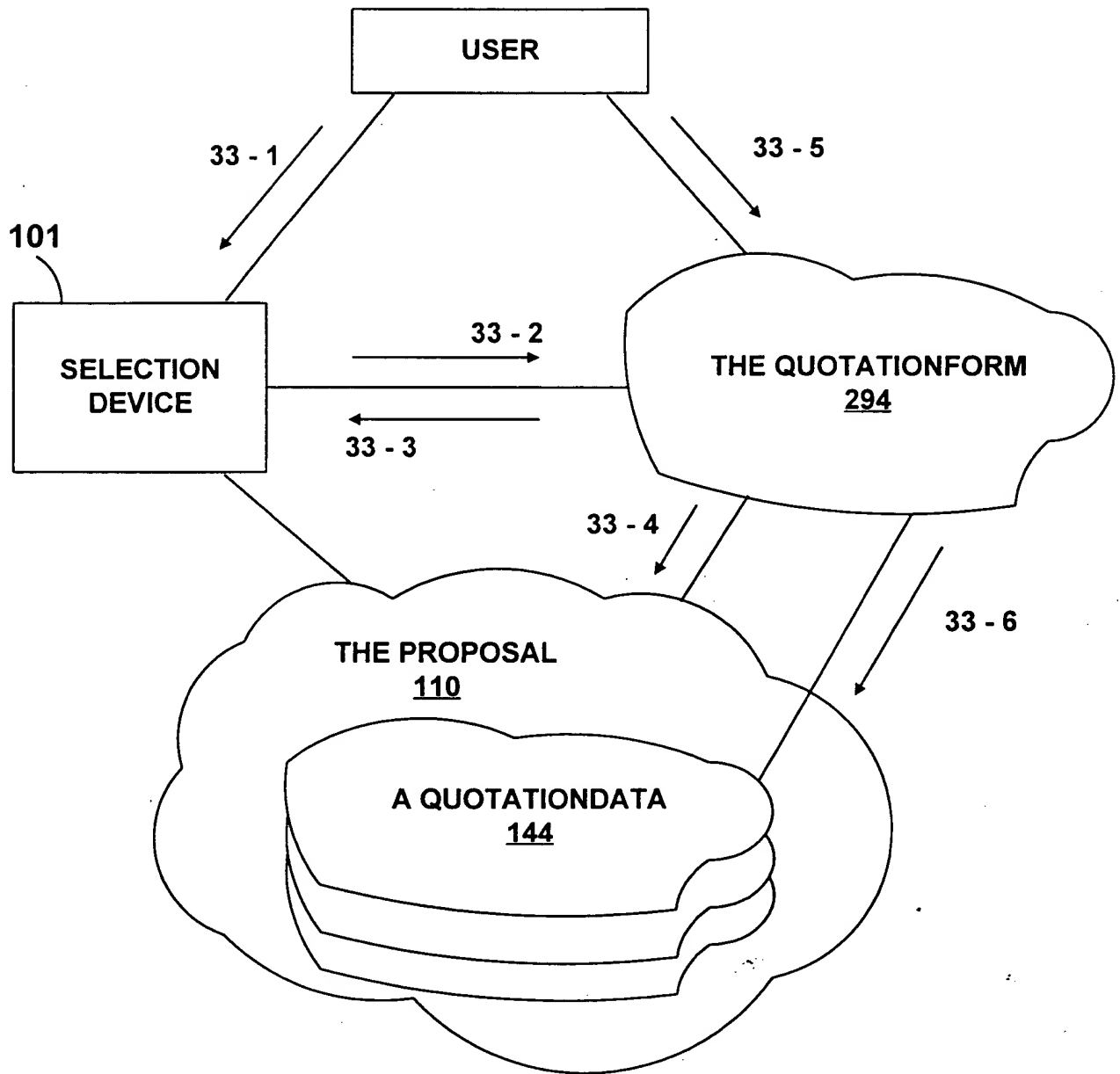


FIG. 33



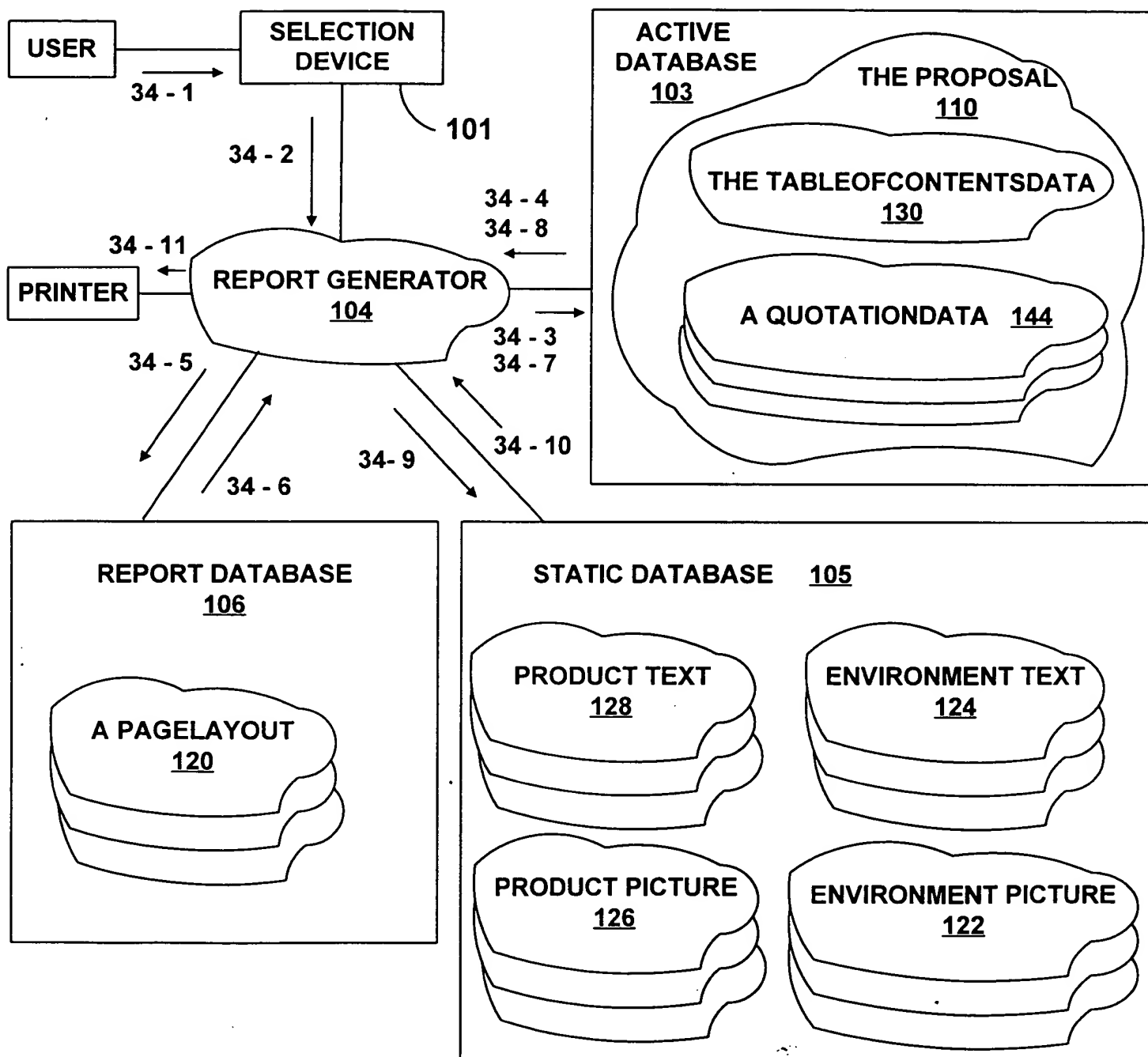


FIG. 34



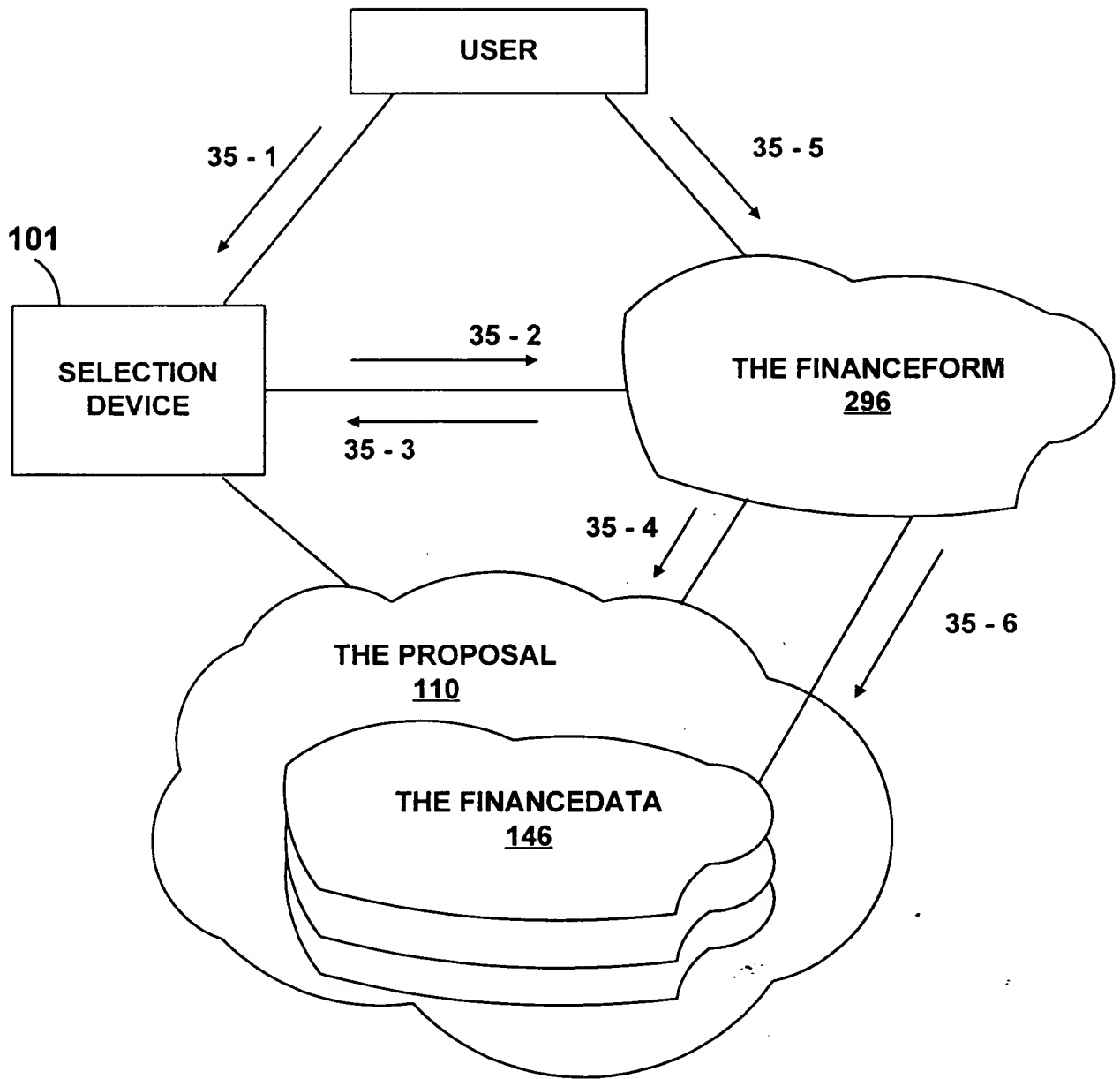


FIG. 35

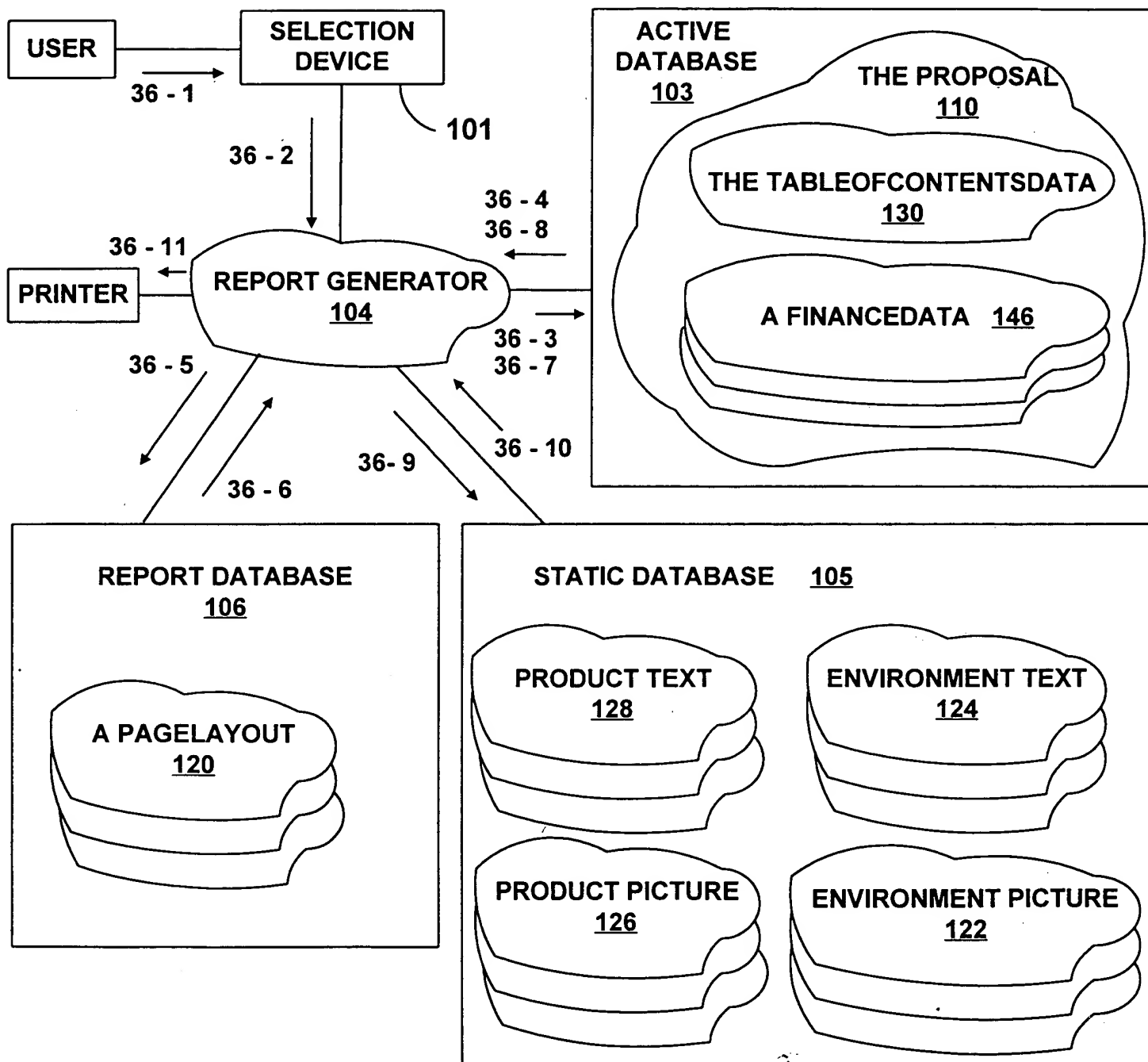


FIG. 36



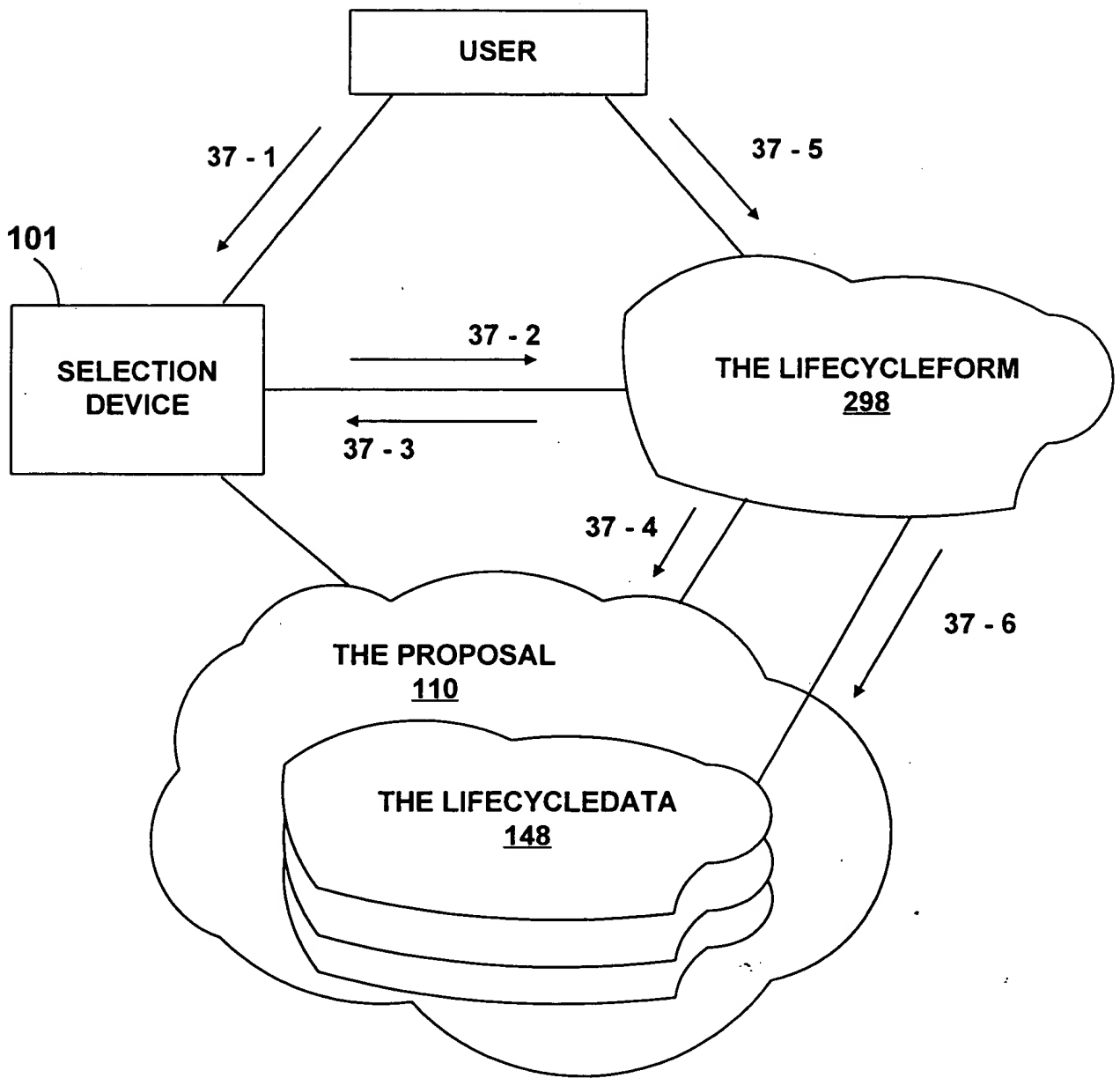


FIG. 37

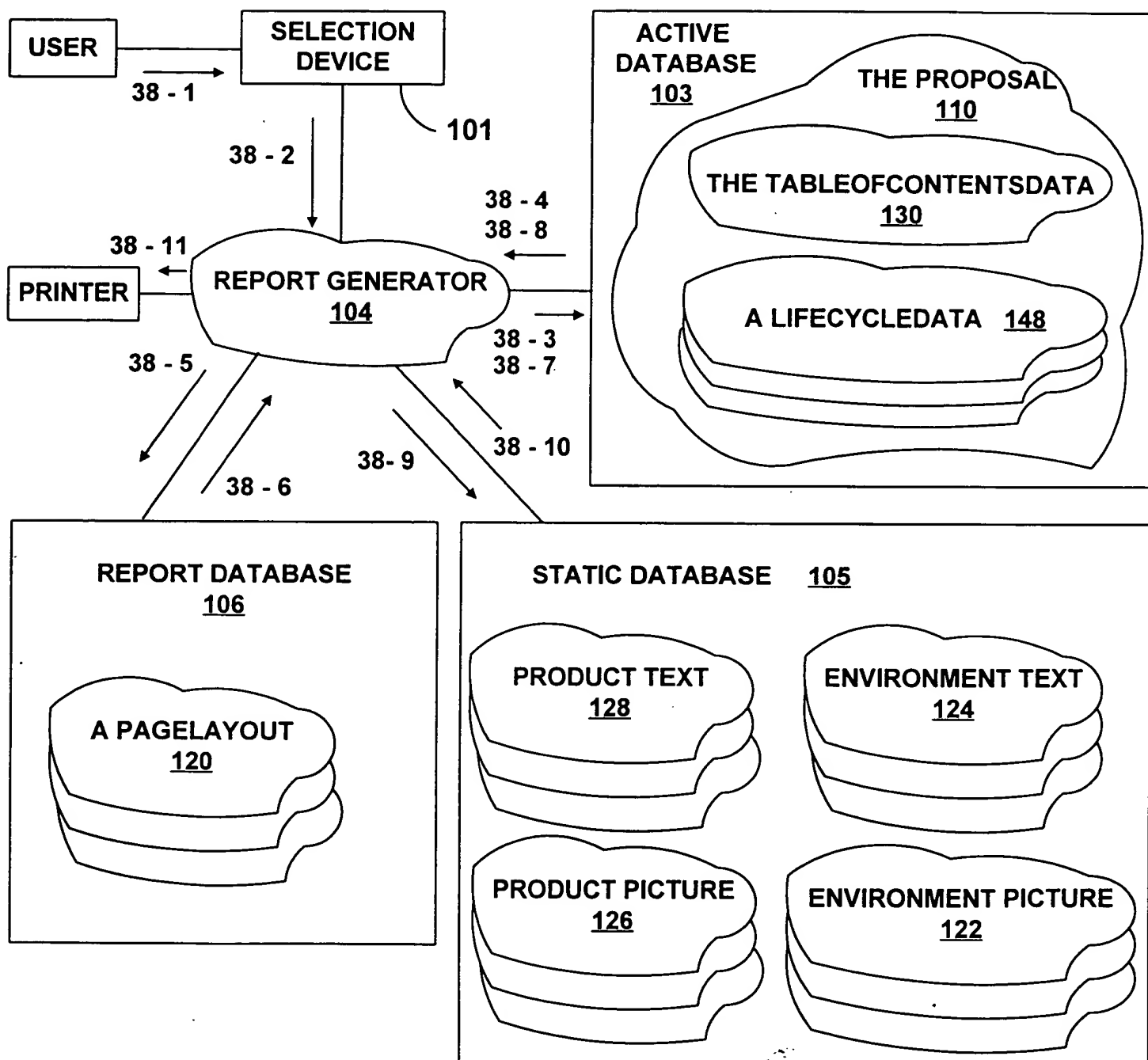


FIG. 38



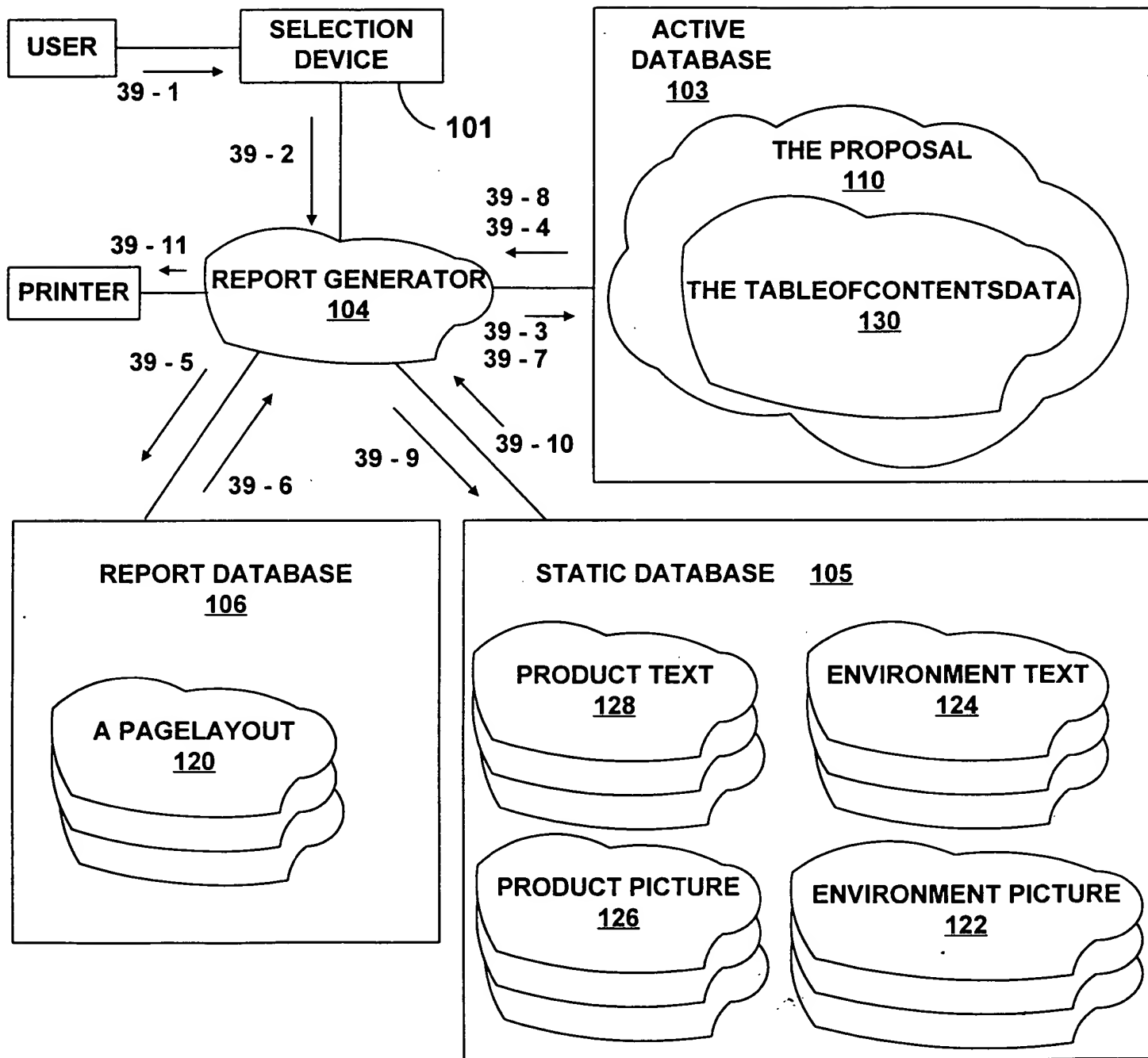


FIG. 39



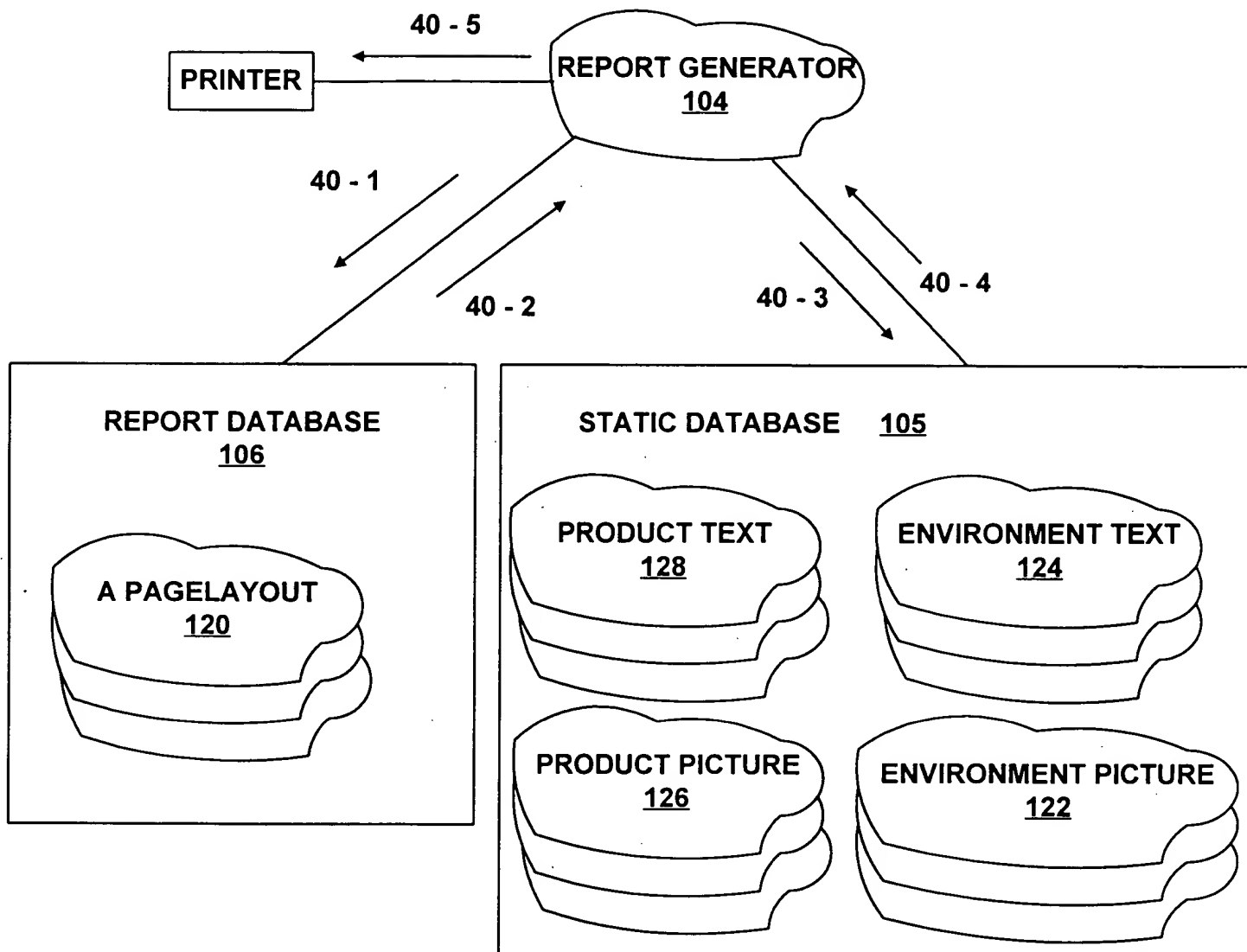


FIG. 40



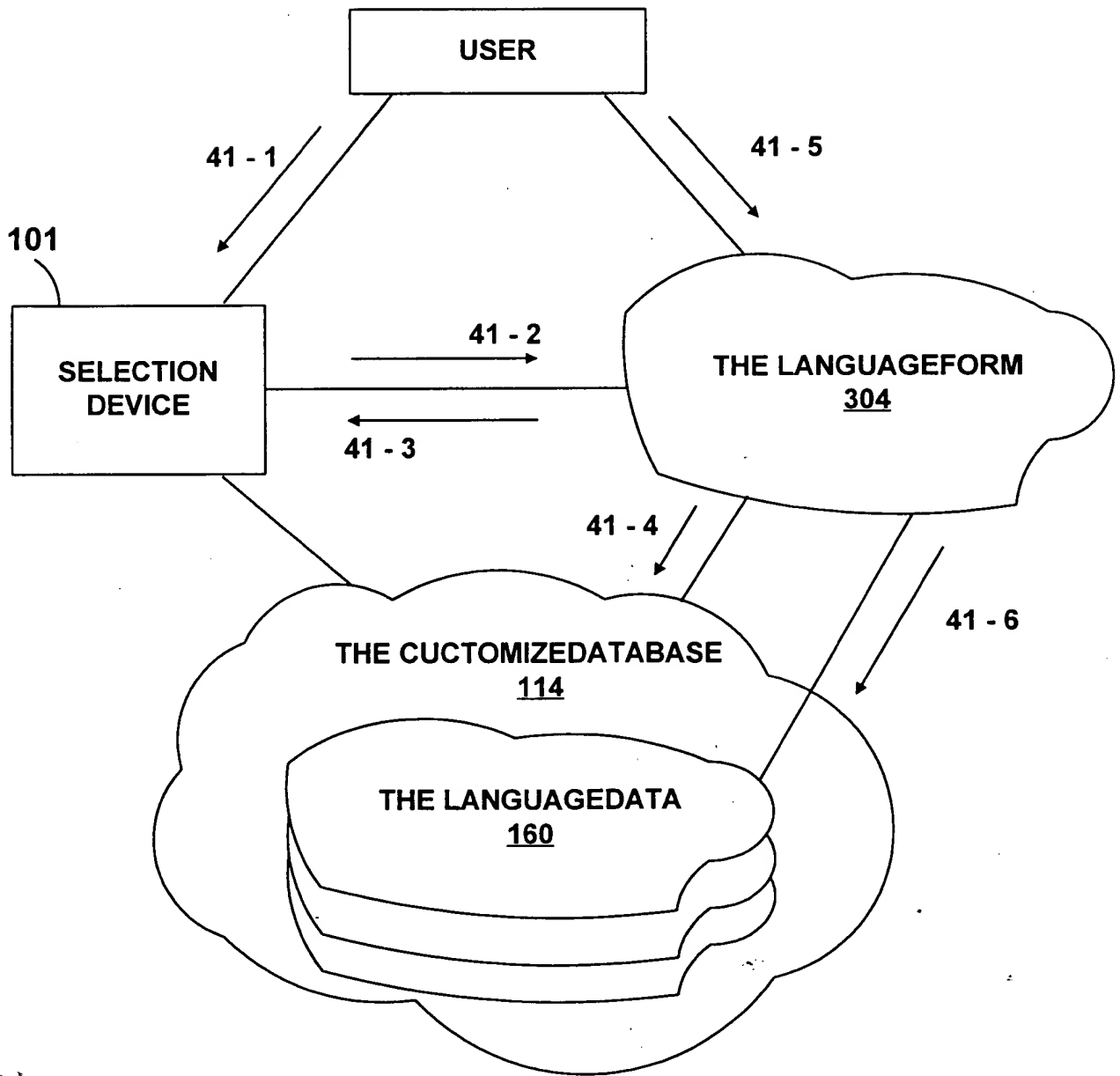


FIG. 41

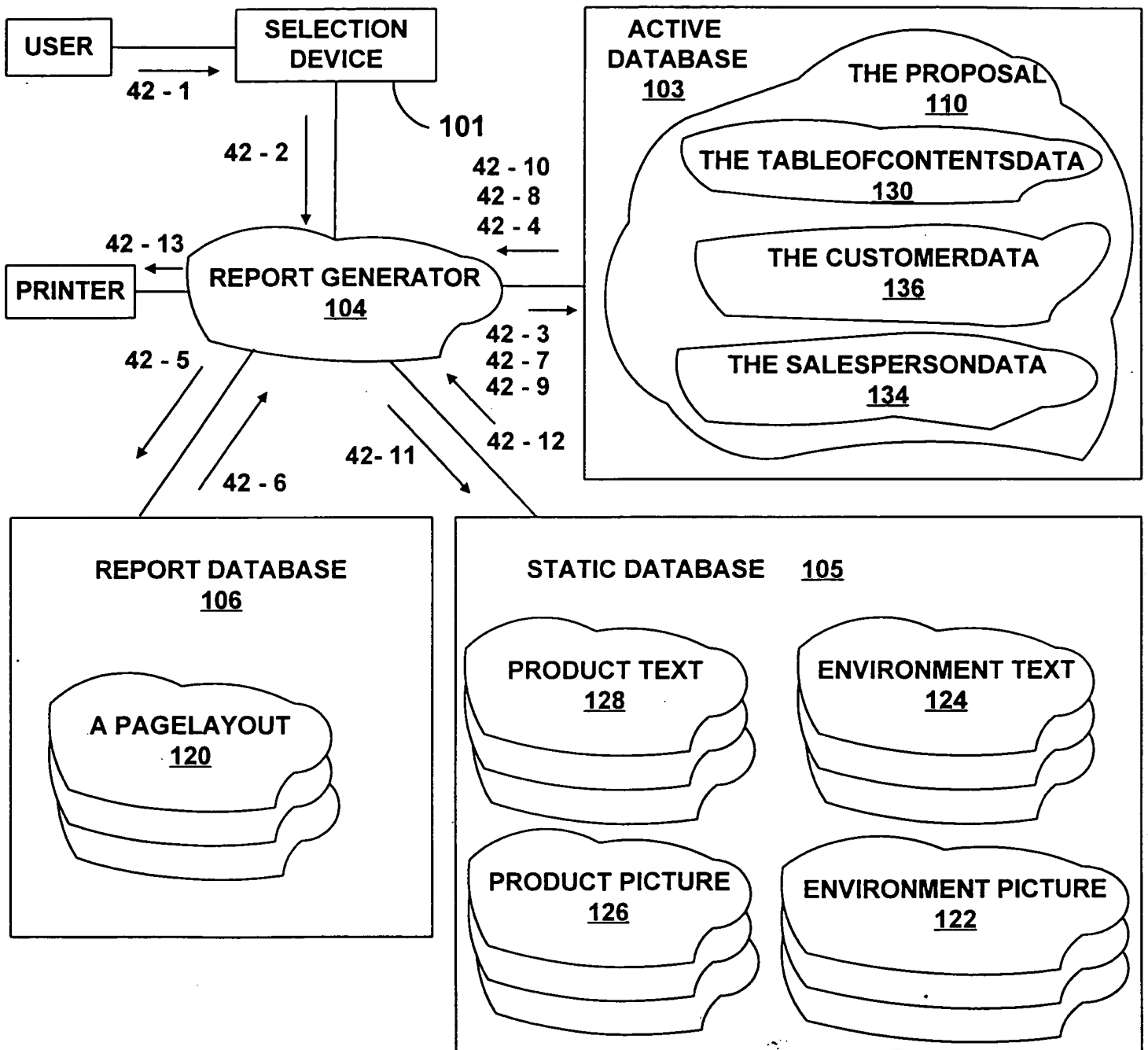


FIG. 42